

DARE COUNTY TOURISM BOARD MEETING
THURSDAY, NOVEMBER 19, 2020
9:00 A.M.
OUTER BANKS VISITORS BUREAU ADMINISTRATIVE OFFICES
ONE VISITORS CENTER CIRCLE
MANTEO, NC 27954

AGENDA

- I. Call to Order
- II. Pledge of Allegiance & Moment of Silence
- III. Approval of Agenda
- IV. Minutes
 - 1. Approval of the October 15, 2020 Meeting
 - 2. Amend Previously Approved Minutes of May 21, 2020
- V. Public Comments
- VI. Steering Committee Report
 - 1. Soundside Discussion
 - 2. Tourism Impact Grant Extension-Town of Duck
 - 3. Tourism Impact Grant Award Recommendations
- VII. Budget & Finance Report-Budget & Finance Committee Chair
- VIII. Outer Banks Visitors Bureau Updates
- IX. Old Business
- X. New Business
- XI. Board Member Comments
- XII. Set Date, Time, and Place of Next Meeting.
- XIII. Adjournment

**RECORD OF MINUTES
DARE COUNTY TOURISM BOARD
THURSDAY, OCTOBER 15, 2020
9:00 A.M.
OUTER BANKS VISITORS BUREAU ADMINISTRATIVE OFFICES
MANTEO, NC 27954**

ATTENDING:

In-Person: Myra Ladd-Bone, Chair; and Bobby Owens.

Via GoToMeeting: Jeff Pruitt, Vice-Chair; Pat Weston, Treasurer; Webb Fuller, Secretary; Doug Brindley, Chuck Burdick, Tim Cafferty, Jamie Chisholm, Leo Holland, Ivy Ingram (9:06), Karen Loopman-Davis and Jay Wheless, Legal Counsel.

EXCUSED ABSENCE: Ervin Bateman, Assistant Treasurer.

STAFF:

Lee Nettles, Executive Director (in person)
Diane Bognich, Director of Administration (GoToMeeting)
Amy Wood, Clerk to the Board/Administrative Specialist (GoToMeeting)
Lorrie Love, Tourism Sales and Events Manager (in person)
Aaron Tuell, Public Relations Manager (in person)

OTHERS ATTENDING:

Via GoToMeeting: Dave Hallac, Superintendent, Outer Banks Group, National Park Service.

The meeting was called to order at 9:01 a.m. The Board then recited the pledge of allegiance, followed by a moment of silence.

APPROVAL OF AGENDA: Mr. Holland moved to approve the agenda. Second by Mr. Burdick. There was no discussion and the motion passed unanimously.

Yes: Doug Brindley, Chuck Burdick, Tim Cafferty, Jamie Chisholm, Webb Fuller, Leo Holland, Ivy Ingram, Myra Ladd-Bone, Karen Loopman-Davis, Bobby Owens, Jeff Pruitt, and Pat Weston.

No: None. The motion passed unanimously (12-0).

APPROVAL OF MINUTES: Mr. Holland moved to approve the meeting minutes from September 17, 2020 meeting. Second by Mr. Burdick. There was no discussion and the motion passed unanimously.

Yes: Doug Brindley, Chuck Burdick, Tim Cafferty, Jamie Chisholm, Webb Fuller, Leo Holland, Ivy Ingram, Myra Ladd-Bone, Karen Loopman-Davis, Bobby Owens, Jeff Pruitt, and Pat Weston.

No: None. The motion passed unanimously (12-0).

PUBLIC COMMENTS: Superintendent Hallac reviewed visitation at area park service sites, noting that the Oregon Inlet and Ocracoke campground would be open year-round.

STEERING COMMITTEE REPORT: The Chair reviewed the idea of the Adventure Park moving its operations base into the Pirate Ship next to Pamlico Jacks. The Steering Committee did not have an issue with this and will bring a firmer proposal back to the Board at a later time.

Lee Nettles reviewed the Three-Year Strategic Goals (attached). The Board discussed the goals. Hearing no further discussion or objections, Staff will begin to implement the goals.

BUDGET AND FINANCE REPORT: Ms. Weston reviewed the meals and occupancy receipts received. Receipts for fiscal year 2020-2021 are up 4.01% compared to 2019-2020 actual receipts.

Pat Weston was excused at 9:57 a.m.

OUTER BANKS VISITORS BUREAU UPDATES: Lee Nettles updated the Board on:

- His re-appointment to the Economic Development Partnership of North Carolina Board and the North Carolina Travel and Tourism Board.
- Marketing credit received to be spent on VisitNC advertising co-op programs
- Tourism Summit has been postponed to May 6, 2021. Staff has been working on a series of webinars and those should start in November.
- Internet, Inquiry, and Fulfillment numbers
- Recent media and Influencer content of the Outer Banks

OLD BUSINESS: Jay Wheless reviewed the language in the Event Grant guidelines regarding reimbursements for T-shirts. The language in the guidelines reads: "Shirts (long or short sleeve, cotton, polyester, or technical shirts, or sweatshirts) for promotional and event use."

Leo Holland left the meeting at 10:15 a.m.

NEW BUSINESS: There was no new business before the Board.

BOARD MEMBER COMMENTS: Mr. Cafferty noted that the OBX Marathon would be held virtually and asked how moving virtually would impact them. Staff had talked to Outer Banks Sporting Events and will reimburse advertising expenses for both the triathlon and marathon prior to them becoming virtual events. Staff noted they had talked to other race organizers about this issue. Lee Nettles noted that the grant guidelines have always directed event organizers to contact the grant administrator regarding any substantial changes to their event.

SET DATE, TIME AND PLACE OF NEXT MEETING: The next meeting is scheduled for Thursday, November 19, 2020 at 9:00 a.m. in Curtis Creech Memorial Boardroom, Outer Banks Visitors Bureau Administrative Office, Manteo, NC (virtual and in-person options available).

The Chair asked if there was any further business before the Board. Hearing none, the Chair adjourned the meeting at 10:17 a.m.

ATTESTED:

Clerk, Dare County Tourism Board

**RECORD OF MINUTES
DARE COUNTY TOURISM BOARD
THURSDAY, MAY 21, 2020
9:00 A.M.
OUTER BANKS VISITORS BUREAU ADMINISTRATIVE OFFICES
MANTEO, NC 27954**

ATTENDING:

In-Person: Myra Ladd-Bone, Chair; and Leo Holland.

Via GoToMeeting: Ervin Bateman, Assistant Treasurer; Pat Weston, Treasurer; Webb Fuller, Secretary; Doug Brindley, Chuck Burdick, Tim Cafferty, Jamie Chisholm, Ivy Ingram, Karen Loopman-Davis (joined at 9:17a.m.), Bobby Owens, and Jay Wheless, Legal Counsel.

Excused Absence: Jeff Pruitt, Vice-Chair.

STAFF:

Lee Nettles, Executive Director (in person)
Diane Bognich, Director of Administration (GoToMeeting)
Lorrie Love, Tourism Sales and Events Manager (GoToMeeting)
Aaron Tuell, Public Relations Manager (GoToMeeting)
Amy Wood, Clerk to the Board/Administrative Specialist (in person)

OTHERS ATTENDING:

In-Person: Philip Ruckle, *The Coastland Times*.

Via GoToMeeting: Dave Hallac, Superintendent, Outer Banks Group, National Park Service; Katie Stone, Acting Director, *The Lost Colony*.

The meeting was called to order at 9:00 a.m. The Board then recited the pledge of allegiance, followed by a moment of silence.

APPROVAL OF AGENDA: Mr. Holland moved to approve the agenda. Second by Ms. Weston. There was no discussion and the motion passed unanimously.

Yes: Ervin Bateman, Doug Brindley, Chuck Burdick, Tim Cafferty, Jamie Chisholm, Webb Fuller, Leo Holland, Ivy Ingram, Myra Ladd-Bone, Bobby Owens, and Pat Weston.

No: None.

The motion passed unanimously.

APPROVAL OF MINUTES: Mr. Holland moved to approve the meeting minutes from April 16, 2020 meeting. Second by Mr. Burdick. There was no discussion and the motion passed unanimously.

Yes: Ervin Bateman, Doug Brindley, Chuck Burdick, Tim Cafferty, Jamie Chisholm, Webb Fuller, Leo Holland, Ivy Ingram, Myra Ladd-Bone, Bobby Owens, and Pat Weston.

No: None.

The motion passed unanimously.

PUBLIC COMMENTS: Superintendent Hallac reviewed the adaptive recovery plan with the National Park Service sites in the county.

The Board took a short break and returned at 9:15 a.m.

PUBLIC HEARING ON PROPOSED FISCAL YEAR 2020-2021: At 9:15 Ms. Weston moved to open the Public Hearing for the proposed Fiscal Year 2020-2021 budget. Second by Ms. Ingram.

Yes: Ervin Bateman, Doug Brindley, Chuck Burdick, Tim Cafferty, Jamie Chisholm, Webb Fuller, Leo Holland, Ivy Ingram, Myra Ladd-Bone, Bobby Owens, and Pat Weston.

No: None.

The motion passed unanimously.

The Chair called for any comments. None were made. The Clerk stated no written comments regarding the proposed budget were received.

Mr. Holland moved to close the public hearing. Second by Ervin Bateman.

Yes: Ervin Bateman, Doug Brindley, Chuck Burdick, Tim Cafferty, Jamie Chisholm, Webb Fuller, Leo Holland, Ivy Ingram, Myra Ladd-Bone, Bobby Owens, and Pat Weston.

No: None.

The motion passed unanimously.

The hearing closed at 9:16 a.m.

STEERING COMMITTEE REPORT: The Chair and Lee Nettles reviewed the draft language for the Restricted Fund Agreements (Attachment A). Ms. Weston suggested adding “epidemic” to the language. Legal Counsel noted he had no issues with adding epidemic to the language, and that he felt the language provided legal protection for the Board. The Board briefly discussed adding the language to all the grant agreements.

Mr. Burdick moved to adopt the language and to add it to all the grant [Tourism Impact, Fireworks, and Event Grants] agreements. Ms. Chisholm seconded.

Yes: Ervin Bateman, Doug Brindley, Chuck Burdick, Tim Cafferty, Jamie Chisholm, Webb Fuller, Leo Holland, Ivy Ingram, Myra Ladd-Bone, Karen Loopman-Davis, Bobby Owens, and Pat Weston.

No: None.

The motion passed unanimously.

Lee Nettles reviewed the thought process behind the COVID-19 Response Grant (attachment B). Mr. Burdick moved to approve the COVID-19 Response Grant. Second by Ms. Loopman-Davis. During discussion, several Board members expressed their disagreement with the need for this grant and discussed the option to wait and see how the rest of the year went financially before offering the grant.

No: Ervin Bateman, Doug Brindley, Chuck Burdick, Tim Cafferty, Jamie Chisholm, Webb Fuller, Leo Holland, Ivy Ingram, Myra Ladd-Bone, Karen Loopman-Davis, Bobby Owens, and Pat Weston.

Yes: None. The motion failed to pass.

BUDGET AND FINANCE REPORT: Ms. Weston reviewed the meals and occupancy receipts received. Diane Bognich reviewed the proposed budget for Fiscal Year 2020-2021. Mr. Cafferty asked how the Event Grants would be impacted by the cut in funding. Ms. Bognich noted that the events for fall were still going and some grants that had been postponed their event, their awards had been encumbered.

EVENT GRANT AWARD RECOMMENDATIONS: Ms. Chisholm reviewed the grants committee efforts to re-evaluate the Event Grant Awards. Ms. Chisholm moved to award the following Event Grant Awards:

Organization	Event	Award Amount
Advice 5k	25 th Annual Advice 5k Turkey Trot	\$1,000.00
Chicamacomico Historical Assoc.	Thanksgiving on Hatteras Island	\$1,000.00
Dare County Arts Council	Outer Banks Veterans Week	\$5,000.00
Dare County Arts Council	Surfalus Film Festival	\$1,000.00
Dare County Regional Airport	AOPA Regional Fly-In	\$37,000.00
ESA OBNC District	Eastern Surfing Championships	\$7,500.00
First Flight Society	117 th Anniversary of Powered Flight	\$1,000.00
Hatteras Island Youth Educ. Fund	Surfin' Turkey 5k & Puppy Drum Fun Run	\$1,000.00
Manteo Preservation Trust	Holiday Tour of Homes	\$1,000.00
Nags Head Fishing Club	Nags Head Surf Fishing Tournament	\$1,000.00
NC Beach Buggy Association	NCBBA Red Drum Tournament	\$1,000.00
OBX Go Far	OBX Jeep Jam	\$14,000.00
Outer Banks Seafood Festival	Seafood Festival	\$25,000.00
Outer Banks Sporting Events	Outer Banks Triathlon Weekend	\$7,000.00
Outer Banks Sporting Events	TowneBank Outer Banks Marathon	\$15,000.00
Outer Banks Wedding Assoc.	Wedding Weekend Expo & Tour	\$2,000.00
Roanoke Island Historical Assoc.	Lost Colony Wine, Beer, & Culinary Festival	\$8,000.00
Rogallo Foundation	6 th Annual Outer Banks Brewtag	\$8,000.00
Town of Duck	Duck Jazz Festival	\$6,000.00
Town of Manteo	9 th Annual RI Maritime Museum Wooden Boat Show	\$1,000.00
	<i>TOTAL</i>	\$143,500.00

Second by Ms. Ingram.

Yes: Ervin Bateman, Doug Brindley, Chuck Burdick, Tim Cafferty, Jamie Chisholm, Webb Fuller, Leo Holland, Ivy Ingram, Myra Ladd-Bone, Karen Loopman-Davis, Bobby Owens, and Pat Weston.

No: None.

The motion passed unanimously.

OUTER BANKS VISITORS BUREAU UPDATES: Lee Nettles updated the Board on:

- Recent media interviews and articles
- Re-start of the advertising campaign
- New television commercials and local radio spots. He will send the Board links to these following the meeting.
- Work by the State Tourism Board and the House regarding legislation allowing restaurants to use 50% of their indoor capacity outside of the space, enabling them to operate at a higher capacity.
- Upcoming partner webinars on travel trends. An in-person Tourism Summit will be held in November.

OLD BUSINESS: There was no old business before the Board.

NEW BUSINESS: There was no new business before the Board.

BOARD MEMBER COMMENTS: There were no Board member comments made.

SET DATE, TIME AND PLACE OF NEXT MEETING: The next meeting is scheduled for June 18, 2020 at 9:00 a.m. in Curtis Creech Memorial Boardroom, Outer Banks Visitors Bureau Administrative Office, Manteo, NC.

The Chair asked if there was any further business before the Board. Hearing none, the Chair adjourned the meeting. The meeting was adjourned at 10:02 a.m.

ATTESTED:

Secretary, Dare County Tourism Board



At their November 10, 2020 meeting, the steering committee recommended an extension to June 30, 2022

October 16, 2020

Diane M. Bognich, Grants Administrator
Outer Banks Tourism Board
One Visitors Center Circle
Manteo, NC 27954

RE: Grant Extension Request, Town of Duck Pedestrian Improvements (Phase 4), Tourism Impact Grant

Dear Ms. Bognich:

At its public meeting on October 7, 2020, the Duck Town Council voted unanimously to request an extension of one year for its Tourism Impact Grant from the Dare County Tourism Board to complete construction of the fourth and final phase of pedestrian improvements in Duck Village.

Initially scheduled to take place during the late-fall and winter months in 2020-21, construction of the pedestrian improvements has been deferred by the Town of Duck to allow this project to be constructed as part of a package of resiliency projects along this stretch of Duck Road (N.C. Highway 12) and the Currituck Sound in FY 2021-22. The Town has already obtained a sizable grant from the National Fish & Wildlife Foundation to construct a living shoreline (marsh restoration/ shoreline stabilization) project along the Currituck Sound shoreline to the west of the proposed sidewalk. The Town is now seeking approval of a very substantial grant through FEMA's Building Resilient Infrastructure & Communities (BRIC) program to elevate the low-lying, flood-prone section of N.C. Highway 12 adjoining the proposed sidewalk to the east. If the BRIC grant is obtained, the road elevation will be designed to incorporate the proposed sidewalk project. If the sidewalk were to be constructed this year, significant sections of it might have to be removed and replaced to accommodate the potential road elevation project next year. Rather than potentially reconstructing portions of the sidewalk within a year's time, the Town of Duck is proposing to defer construction of the sidewalk to coincide with the potential elevation of N.C. Highway 12 in FY 2021-22.

Your consideration of the requested extension will be greatly appreciated. You are welcome to contact me with any questions regarding this matter.

Organization	Project	Project Amount	<i>Requested Amount</i>	Recommended Amount
Hatteras Community Center District	Hatteras Village Multi-Modal Pathway	\$1,005,360.00	\$400,000.00	\$342,640.00
	Construct a 3.19 mile, 5 foot wide loop along Highway 12 and Eagle Pass Road through Hatteras Village. The pathway will allow for pedestrians and bikers to get off the crowded streets through the Village and provide a safe route between businesses, accommodations, attractions, recreational activities and the ferry dock.			
Kill Devil Hills (Town of)	Meekins Field Community Park	\$878,142.88	\$300,000.00	\$200,000.00
	Redevelop Meekins Field into a center piece of recreation in Kill Devil Hills to include two multi-use playing fields, playground equipment, three picnic shelters, restroom facilities, splash pad, walking paths, tennis courts, an art wall, expanded parking and upgraded lighting and irrigation			
Manteo (Town of)	Manteo Town Common, Phase II	\$480,000.00	\$240,000.00	\$150,000.00
	Phase II will include construction of restrooms, informational kiosks, seating and other amenities including Wi-Fi service.			
Nags Head (Town of)	Sidewalk at Admiral Street	\$40,000.00	\$40,000.00	\$40,000.00
	Construct a safe pedestrian connection (400 linear feet of 5 feet wide sidewalk) along the north side of Admiral Street by the MP10.5 Shoppes Access from the traffic light at Highway 158 to Wrightsville Avenue.			
Nags Head (Town of)	Nags Head Skate Park	\$180,000.00	\$125,000.00	\$30,000.00
	Redesign and installation of new skate park elements on the western half of the skate park to better incorporate functional public art and accommodate all abilities and ages.			

TIG Grant Worksheet

FY20/21

Organization	Project	Project Amount	<i>Requested Amount</i>	Recommended Amount
North Carolina Coastal Federation	Environmental Improvements to Baum Bridge Boating Area	\$495,425.00	\$80,850.00	\$40,000.00
	Replace part of the parking lot as Pervious Concrete and install Pervious Geogrid pavement area to protect and restore water quality and minimize the negative impacts of the boating access on the waters of the Roanoke Sound.			
Outer Banks Gun Club	Range Improvements	\$12,864.00	\$12,864.00	\$12,000.00
	This project would replace security cameras to maintain a safe shooting environment; install a parking area to help avoid parking on the soft grass or muddy areas; install a concrete pad on the new Trap field; and install a carport structure to provide comfort to visitors waiting at the range.			

Total Amount in TIG (Short Term Unappropriated	\$ 614,640.00
Proposed Budget Transfer from L-T Unappropriated	\$ 200,000.00
Total Available	\$ 814,640.00
Total Recommended Amount	<u>\$814,640.00</u>
Difference	\$0.00

Note: TIG Grant matches are as follows:

AWARDED AMOUNT	REQUIRED MATCH AMOUNT
Below \$50,000	No match required
\$50,000 - \$125,000	At least 25% match required from applicant
Over \$125,000	At least 50% match required from applicant

**BUDGET & FINANCE PROJECTIONS
OCCUPANCY & MEALS FY 2020-2021**

		PROJECTED	ACTUAL		
FISCAL YEAR		FY 20-21	FY 20-21	+/- \$	+/- %
<u>JUNE EARNED</u>	OCCUPANCY	\$609,480.00	\$1,031,085.56	\$421,605.56	69.17%
<u>JULY RECEIVED</u>	MEALS	<u>\$240,750.00</u>	<u>\$343,466.82</u>	<u>\$102,716.82</u>	<u>42.67%</u>
		\$850,230.00	\$1,374,552.38	\$524,322.38	61.67%
<u>JULY EARNED</u>	OCCUPANCY	\$768,710.00	\$1,522,968.88	\$754,258.88	98.12%
<u>AUGUST RECEIVED</u>	MEALS	<u>\$329,000.00</u>	<u>\$378,907.71</u>	<u>\$49,907.71</u>	<u>15.17%</u>
		\$1,097,710.00	\$1,901,876.59	\$804,166.59	73.26%
<u>AUGUST EARNED</u>	OCCUPANCY	\$1,100,000.00	\$1,386,698.87	\$286,698.87	26.06%
<u>SEPT RECEIVED</u>	MEALS	<u>\$342,600.00</u>	<u>\$342,807.39</u>	<u>\$207.39</u>	<u>0.06%</u>
		\$1,442,600.00	\$1,729,506.26	\$286,906.26	19.89%
<u>SEPTEMBER EARNED</u>	OCCUPANCY	\$409,385.00	\$646,711.02	\$237,326.02	57.97%
<u>OCT RECEIVED</u>	MEALS	<u>\$220,225.00</u>	<u>\$312,640.42</u>	<u>\$92,415.42</u>	<u>41.96%</u>
		\$629,610.00	\$959,351.44	\$329,741.44	52.37%
<u>OCTOBER EARNED</u>	OCCUPANCY	\$217,800.00	\$0.00	\$0.00	0.00%
<u>NOV RECEIVED</u>	MEALS	<u>\$180,100.00</u>	<u>\$0.00</u>	<u>\$0.00</u>	<u>0.00%</u>
		\$397,900.00	\$0.00	\$0.00	0.00%
<u>NOVEMBER EARNED</u>	OCCUPANCY	\$90,900.00	\$0.00	\$0.00	0.00%
<u>DEC RECEIVED</u>	MEALS	<u>\$114,400.00</u>	<u>\$0.00</u>	<u>\$0.00</u>	<u>0.00%</u>
		\$205,300.00	\$0.00	\$0.00	0.00%
<u>DECEMBER EARNED</u>	OCCUPANCY	\$43,300.00	\$0.00	\$0.00	0.00%
<u>JAN RECEIVED</u>	MEALS	<u>\$90,800.00</u>	<u>\$0.00</u>	<u>\$0.00</u>	<u>0.00%</u>
		\$134,100.00	\$0.00	\$0.00	0.00%
<u>JANUARY EARNED</u>	OCCUPANCY	\$69,200.00	\$0.00	\$0.00	0.00%
<u>FEB RECEIVED</u>	MEALS	<u>\$65,990.00</u>	<u>\$0.00</u>	<u>\$0.00</u>	<u>0.00%</u>
		\$135,190.00	\$0.00	\$0.00	0.00%
<u>FEBRUARY EARNED</u>	OCCUPANCY	\$47,800.00	\$0.00	\$0.00	0.00%
<u>MARCH RECEIVED</u>	MEALS	<u>\$72,455.00</u>	<u>\$0.00</u>	<u>\$0.00</u>	<u>0.00%</u>
		\$120,255.00	\$0.00	\$0.00	0.00%
<u>MARCH EARNED</u>	OCCUPANCY	\$74,690.00	\$0.00	\$0.00	0.00%
<u>APRIL RECEIVED</u>	MEALS	<u>\$110,235.00</u>	<u>\$0.00</u>	<u>\$0.00</u>	<u>0.00%</u>
		\$184,925.00	\$0.00	\$0.00	0.00%
<u>APRIL EARNED</u>	OCCUPANCY	\$183,450.00	\$0.00	\$0.00	0.00%
<u>MAY RECEIVED</u>	MEALS	<u>\$175,685.00</u>	<u>\$0.00</u>	<u>\$0.00</u>	<u>0.00%</u>
		\$359,135.00	\$0.00	\$0.00	0.00%
<u>MAY EARNED</u>	OCCUPANCY	\$300,000.00	\$0.00	\$0.00	0.00%
<u>JUNE RECEIVED</u>	MEALS	<u>\$220,865.00</u>	<u>\$0.00</u>	<u>\$0.00</u>	<u>0.00%</u>
		\$520,865.00	\$0.00	\$0.00	0.00%
TOTALS	OCCUPANCY	\$2,887,575.00	\$4,587,464.33	\$1,699,889.33	58.87%
TO-DATE	MEALS	<u>\$1,132,575.00</u>	<u>\$1,377,822.34</u>	<u>\$245,247.34</u>	<u>21.65%</u>
		\$4,020,150.00	\$5,965,286.67	\$1,945,136.67	48.38%
TOTAL	OCCUPANCY	\$3,914,715.00			
PROJECTED	MEALS	<u>\$2,163,105.00</u>			
2020-2021		\$6,077,820.00			

CALENDAR YEAR RECEIPTS 2019-2020		ACTUAL 2019	ACTUAL 2020	+/- \$	+/- %
DECEMBER EARNED					
JAN RECEIVED	OCCUPANCY	\$46,833.30	\$64,325.91	\$17,492.61	37.35%
	MEALS	<u>\$92,656.36</u>	<u>\$105,377.51</u>	<u>\$12,721.15</u>	<u>13.73%</u>
		\$139,489.66	\$169,703.42	\$30,213.76	21.66%
JANUARY EARNED					
FEB RECEIVED	OCCUPANCY	\$61,766.11	\$82,572.04	\$20,805.93	33.69%
	MEALS	<u>\$76,743.92</u>	<u>\$98,628.09</u>	<u>\$21,884.17</u>	<u>28.52%</u>
		\$138,510.03	\$181,200.13	\$42,690.10	30.82%
FEBRUARY EARNED					
MARCH RECEIVED	OCCUPANCY	\$60,761.81	\$68,444.24	\$7,682.43	12.64%
	MEALS	<u>\$80,478.08</u>	<u>\$90,153.63</u>	<u>\$9,675.55</u>	<u>12.02%</u>
		\$141,239.89	\$158,597.87	\$17,357.98	12.29%
MARCH EARNED					
APRIL RECEIVED	OCCUPANCY	\$94,423.77	\$30,251.77	(\$64,172.00)	-67.96%
	MEALS	<u>\$135,649.69</u>	<u>\$69,265.66</u>	<u>(\$66,384.03)</u>	<u>-48.94%</u>
		\$230,073.46	\$99,517.43	(\$130,556.03)	-56.75%
APRIL EARNED					
MAY RECEIVED	OCCUPANCY	\$215,483.12	\$12,691.08	(\$202,792.04)	-94.11%
	MEALS	<u>\$199,132.07</u>	<u>\$37,629.09</u>	<u>(\$161,502.98)</u>	<u>-81.10%</u>
		\$414,615.19	\$50,320.17	(\$364,295.02)	-87.86%
MAY EARNED					
JUNE RECEIVED	OCCUPANCY	\$365,789.79	\$280,883.88	(\$84,905.91)	-23.21%
	MEALS	<u>\$278,868.23</u>	<u>\$138,382.35</u>	<u>(\$140,485.88)</u>	<u>-50.38%</u>
		\$644,658.02	\$419,266.23	(\$225,391.79)	-34.96%
JUNE EARNED					
JULY RECEIVED	OCCUPANCY	\$1,019,991.19	\$1,031,085.56	\$11,094.37	1.09%
	MEALS	<u>\$399,780.43</u>	<u>\$343,466.82</u>	<u>(\$56,313.61)</u>	<u>-14.09%</u>
		\$1,419,771.62	\$1,374,552.38	(\$45,219.24)	-3.18%
JULY EARNED					
AUGUST RECEIVED	OCCUPANCY	\$1,106,543.73	\$1,522,968.88	\$416,425.15	37.63%
	MEALS	<u>\$472,600.66</u>	<u>\$378,907.71</u>	<u>(\$93,692.95)</u>	<u>-19.82%</u>
		\$1,579,144.39	\$1,901,876.59	\$322,732.20	20.44%
AUGUST EARNED					
SEPT RECEIVED	OCCUPANCY	\$1,386,583.82	\$1,386,698.87	\$115.05	0.01%
	MEALS	<u>\$427,333.95</u>	<u>\$342,807.39</u>	<u>(\$84,526.56)</u>	<u>-19.78%</u>
		\$1,813,917.77	\$1,729,506.26	(\$84,411.51)	-4.65%
SEPTEMBER EARNED					
OCT RECEIVED	OCCUPANCY	\$456,102.94	\$646,711.02	\$190,608.08	41.79%
	MEALS	<u>\$245,359.41</u>	<u>\$312,640.42</u>	<u>\$67,281.01</u>	<u>27.42%</u>
		\$701,462.35	\$959,351.44	\$257,889.09	36.76%
OCTOBER EARNED					
NOV RECEIVED	OCCUPANCY	\$225,976.76	\$0.00	\$0.00	0.00%
	MEALS	<u>\$196,138.50</u>	<u>\$0.00</u>	<u>\$0.00</u>	<u>0.00%</u>
		\$422,115.26	\$0.00	\$0.00	0.00%
NOVEMBER EARNED					
DEC RECEIVED	OCCUPANCY	\$115,681.16	\$0.00	\$0.00	0.00%
	MEALS	<u>\$122,310.47</u>	<u>\$0.00</u>	<u>\$0.00</u>	<u>0.00%</u>
		\$237,991.63	\$0.00	\$0.00	0.00%
Total To Date					
	Occupancy	\$4,814,279.58	\$5,126,633.25	\$312,353.67	6.49%
	Meals	<u>\$2,408,602.80</u>	<u>\$1,917,258.67</u>	<u>(\$491,344.13)</u>	<u>-20.40%</u>
		\$7,222,882.38	\$7,043,891.92	(\$178,990.46)	-2.48%
Total for Year					
	OCCUPANCY	\$5,155,937.50			
	MEALS	<u>\$2,727,051.77</u>			
		\$7,882,989.27			

OCCUPANCY & MEALS FY 2020-2021

ACTUAL RECEIPTS

FISCAL YEAR RECEIPTS		ACTUAL FY 19-20	ACTUAL FY 20-21	+/- \$	+/- %
<u>JUNE EARNED</u>	OCCUPANCY	\$1,019,991.19	\$1,031,085.56	\$11,094.37	1.09%
<u>JULY RECEIVED</u>	MEALS	<u>\$399,780.43</u>	<u>\$343,466.82</u>	<u>(\$56,313.61)</u>	<u>-14.09%</u>
		\$1,419,771.62	\$1,374,552.38	(\$45,219.24)	-3.18%
<u>JULY EARNED</u>	OCCUPANCY	\$1,106,543.73	\$1,522,968.88	\$416,425.15	37.63%
<u>AUGUST RECEIVED</u>	MEALS	<u>\$472,600.66</u>	<u>\$378,907.71</u>	<u>(\$93,692.95)</u>	<u>-19.82%</u>
		\$1,579,144.39	\$1,901,876.59	\$322,732.20	20.44%
<u>AUGUST EARNED</u>	OCCUPANCY	\$1,386,583.82	\$1,386,698.87	\$115.05	0.01%
<u>SEPT RECEIVED</u>	MEALS	<u>\$427,333.95</u>	<u>\$342,807.39</u>	<u>(\$84,526.56)</u>	<u>-19.78%</u>
		\$1,813,917.77	\$1,729,506.26	(\$84,411.51)	-4.65%
<u>SEPTEMBER EARNED</u>	OCCUPANCY	\$456,102.94	\$646,711.02	\$190,608.08	41.79%
<u>OCT RECEIVED</u>	MEALS	<u>\$245,359.41</u>	<u>\$312,640.42</u>	<u>\$67,281.01</u>	<u>27.42%</u>
		\$701,462.35	\$959,351.44	\$257,889.09	36.76%
<u>OCTOBER EARNED</u>	OCCUPANCY	\$225,976.76	\$0.00	\$0.00	0.00%
<u>NOV RECEIVED</u>	MEALS	<u>\$196,138.50</u>	<u>\$0.00</u>	<u>\$0.00</u>	<u>0.00%</u>
		\$422,115.26	\$0.00	\$0.00	0.00%
<u>NOVEMBER EARNED</u>	OCCUPANCY	\$115,681.16	\$0.00	\$0.00	0.00%
<u>DEC RECEIVED</u>	MEALS	<u>\$122,310.47</u>	<u>\$0.00</u>	<u>\$0.00</u>	<u>0.00%</u>
		\$237,991.63	\$0.00	\$0.00	0.00%
<u>DECEMBER EARNED</u>	OCCUPANCY	\$64,325.91	\$0.00	\$0.00	0.00%
<u>JAN RECEIVED</u>	MEALS	<u>\$105,377.51</u>	<u>\$0.00</u>	<u>\$0.00</u>	<u>0.00%</u>
		\$169,703.42	\$0.00	\$0.00	0.00%
<u>JANUARY EARNED</u>	OCCUPANCY	\$82,572.04	\$0.00	\$0.00	0.00%
<u>FEB RECEIVED</u>	MEALS	<u>\$98,628.09</u>	<u>\$0.00</u>	<u>\$0.00</u>	<u>0.00%</u>
		\$181,200.13	\$0.00	\$0.00	0.00%
<u>FEBRUARY EARNED</u>	OCCUPANCY	\$68,444.24	\$0.00	\$0.00	0.00%
<u>MARCH RECEIVED</u>	MEALS	<u>\$90,153.63</u>	<u>\$0.00</u>	<u>\$0.00</u>	<u>0.00%</u>
		\$158,597.87	\$0.00	\$0.00	0.00%
<u>MARCH EARNED</u>	OCCUPANCY	\$30,251.77	\$0.00	\$0.00	0.00%
<u>APRIL RECEIVED</u>	MEALS	<u>\$69,265.66</u>	<u>\$0.00</u>	<u>\$0.00</u>	<u>0.00%</u>
		\$99,517.43	\$0.00	\$0.00	0.00%
<u>APRIL EARNED</u>	OCCUPANCY	\$12,691.08	\$0.00	\$0.00	0.00%
<u>MAY RECEIVED</u>	MEALS	<u>\$37,629.09</u>	<u>\$0.00</u>	<u>\$0.00</u>	<u>0.00%</u>
		\$50,320.17	\$0.00	\$0.00	0.00%
<u>MAY EARNED</u>	OCCUPANCY	\$280,883.88	\$0.00	\$0.00	0.00%
<u>JUNE RECEIVED</u>	MEALS	<u>\$138,382.35</u>	<u>\$0.00</u>	<u>\$0.00</u>	<u>0.00%</u>
		\$419,266.23	\$0.00	\$0.00	0.00%
TOTAL TO DATE	OCCUPANCY	\$3,969,221.68	\$4,587,464.33	\$618,242.65	15.58%
	MEALS	<u>\$1,545,074.45</u>	<u>\$1,377,822.34</u>	<u>(\$167,252.11)</u>	<u>-10.82%</u>
		\$5,514,296.13	\$5,965,286.67	\$450,990.54	8.18%
TOTAL	OCCUPANCY	\$4,850,048.52			
ACTUAL	MEALS	<u>\$2,402,959.75</u>			
2019-2020		\$7,253,008.27			

Dare County Gross Collections on Retail Sales

	2020	2019	2018	2017	2016	2015	Variance 2020-2019	Percent Change
January	3,809,146	3,518,081	3,585,781	3,246,772	2,766,539	2,606,285	291,065	8.27%
February	3,323,370	3,026,989	2,738,341	2,728,504	2,289,103	2,128,970	296,381	9.79%
March	3,077,829	2,831,112	2,829,152	2,812,630	2,280,537	2,019,168	246,717	8.71%
April	3,465,302	4,266,897	3,948,431	3,729,748	3,547,074	3,007,272	-801,595	-18.79%
May	2,728,392	5,501,100	4,861,088	5,084,042	4,011,689	3,930,062	-2,772,708	-50.40%
June	5,686,714	7,096,777	6,558,353	6,355,380	5,676,881	5,553,791	-1,410,063	-19.87%
July	12,370,251	11,321,288	10,815,908	10,038,975	9,085,195	9,066,601	1,048,963	9.27%
August	13,794,215	13,178,541	12,870,106	12,961,419	12,153,647	10,985,313	615,674	4.67%
September		11,799,596	10,996,721	10,694,311	10,634,932	10,595,224		0.00%
October		6,834,818	6,542,087	7,181,012	6,631,836	6,261,920		0.00%
November		5,191,614	4,932,146	4,698,891	4,294,600	3,902,927		0.00%
December		3,874,539	3,719,123	3,759,730	3,904,190	2,995,244		0.00%
YTD	48,255,219	50,740,785	48,207,160	46,957,470	41,810,665	39,297,462	-2,485,566	-4.90%
TOTAL	48,255,219	78,441,352	74,397,237	73,291,414	67,276,223	63,052,777		
YTD % Change	-4.90%	5.26%	2.66%	12.31%	6.40%	45.70%		
Total % Change	-4.90%	5.44%	1.51%	8.94%	6.70%	5.09%		

Outer Banks Visitors Bureau Gross Occupancy Summary 2007-2020														
	2020	2019	2018	2017	2016	2015	2014	2013	2012	2011	2010	2009	2008	2007
January	8,223,680	6,272,045	7,115,084	7,131,148	6,278,051	5,968,549	4,638,247	5,037,412	4,289,234	4,628,765	4,494,306	4,171,787	3,571,786	3,283,749
February	6,788,236	6,004,609	5,205,555	4,938,755	3,599,607	3,283,399	2,946,032	2,968,109	3,213,823	2,878,117	2,386,002	2,231,381	2,642,080	2,581,654
March	3,538,436	9,370,541	9,356,430	7,159,836	7,924,692	5,399,408	5,159,003	6,338,567	5,450,681	4,090,156	3,572,289	3,815,488	5,502,196	4,202,539
April	715,316	22,183,138	18,054,916	19,822,692	13,435,059	12,880,393	13,868,051	10,858,691	13,793,507	12,489,121	10,593,724	11,079,765	8,899,988	11,315,913
May	28,192,673	36,428,842	32,964,383	32,005,253	29,786,428	29,618,042	27,441,496	23,051,832	23,748,969	23,011,015	20,819,112	21,820,610	20,903,445	19,663,470
June	103,467,906	102,003,266	94,643,779	79,240,527	74,166,862	78,981,510	77,865,332	74,033,596	70,913,978	60,241,630	59,386,630	56,771,695	65,529,705	61,057,567
July	152,256,684	110,890,945	134,391,620	140,228,393	130,768,381	110,515,903	108,283,329	110,660,664	111,091,066	110,207,729	101,783,465	87,373,542	92,310,020	97,575,888
August	139,737,864	138,805,084	108,717,337	102,930,101	107,787,704	114,304,339	107,054,063	99,755,506	87,953,893	90,043,386	93,084,681	96,469,017	95,817,540	84,228,391
September	63,775,711	45,403,850	48,791,548	48,338,071	45,666,221	44,596,605	39,762,332	37,881,607	39,568,193	36,023,228	34,282,276	34,425,803	30,653,566	30,770,807
October		22,618,642	22,503,851	21,974,957	20,839,990	19,011,742	17,273,123	15,573,451	16,062,554	16,934,908	17,000,119	15,129,892	13,961,791	15,001,325
November		11,523,953	9,965,662	10,734,352	9,132,785	7,573,884	6,873,710	6,118,063	6,038,976	6,795,253	7,062,045	6,708,504	6,392,023	6,852,685
December		6,505,201	4,706,348	4,815,968	3,624,331	3,498,490	3,058,680	4,446,831	3,057,722	2,946,610	2,381,348	3,653,289	3,710,254	3,429,743
YTD Total	506,696,506	477,362,320	459,240,652	441,794,776	419,413,005	405,548,148	387,017,885	370,585,984	360,023,344	343,613,147	330,402,485	318,159,088	325,830,326	314,679,977
Total	506,696,506	518,010,116	496,416,513	479,320,053	453,010,111	435,632,264	414,223,398	396,724,329	385,182,596	370,289,918	356,845,997	343,650,773	349,894,394	339,963,731
YTD % Change	6.15%	3.95%	3.95%	5.34%	3.42%	4.79%	4.43%	2.93%	4.78%	4.00%	3.85%	-2.35%	3.54%	9.33%
Total % Change	6.15%	4.35%	3.57%	5.81%	3.99%	5.17%	4.41%	3.00%	4.02%	3.77%	3.84%	-1.78%	2.92%	9.61%
Month Increase/Decrease	40.46%	-6.94%	0.94%	5.85%	2.40%	12.16%	4.96%	-4.26%	9.84%	5.08%	-0.42%	12.31%	-0.38%	5.69%
Increase(Decrease)/Qtr														
Qtr 1 (Dec-Feb)	26.70%	-0.90%	9.19%	17.33%	8.66%	2.32%	8.75%	5.87%	5.68%	-6.13%	4.15%	4.87%	9.77%	32.74%
Qtr 2 (Mar-May)	-52.27%	12.60%	2.35%	15.33%	6.78%	3.08%	15.45%	-6.38%	8.60%	13.16%	-4.71%	3.99%	0.35%	12.13%
Qtr 3 (June-Aug)	12.44%	4.13%	4.76%	3.09%	2.94%	3.61%	3.08%	5.37%	3.63%	2.45%	5.67%	-5.14%	4.45%	8.82%
Qtr 4 (Sept-Nov)	40.46%	-2.11%	0.26%	7.15%	6.26%	11.38%	7.28%	-3.40%	3.21%	2.41%	3.70%	10.31%	-3.07%	8.46%
Note: For January 2007, there were a couple of filings for past months totaling about \$80000 in gross rents. Adjusted gross occupancy would be 3,203,749, an increase of 34.33%														
Easter was in March for 2008, 2013, 2016. Easter in April for 2009, 2010, 2011, 2012, 2014, 2015, 2017, April 1, 2018, 2019, 2020														
For August 2009, Labor Day was 9/7; it was 9/1 in 2008														
For March 2010, a business in Salvo sent in an amended report showing they reported too much in Jan & Feb by approximately \$300,000. Adjusted gross occupancy \$3,872,289, increase of 1.48%														
For July 2010, 2011, 2016, 2017 there were 5 weekends and four in August 2010, 2011, 2016, 2017. There were 5 weekends in August 2008, 2009, 2015, 2019, 2020 and 4 weekends in July 2008, 2009, 2015, 2019, 2020														
Hurricane Earl struck on Labor Day weekend in September 2010														
Hurricane Irene struck on August 27, 2011, Hwy 12 reopens October 11														
For September 2011, a business reported negative because they returned money to guests unable to make it due to Irene. Approximately \$87,000 revenue reported in September was for August														
For June 2007, 2012, 2013, 2018 & 2019, there were 5 weekends and four in July 2007, 2012, 2013, 2018 & 2019														
Hurricane Sandy struck on October 27, 2012, Hwy 12 in KH is closed for a week, Hwy 12 on Hatteras reopens December 20														
Hurricane Arthur struck on July 4, 2014.														
For September 2015, the county received a settlement of gross OTC funds in the amount of approximately \$2,100,000.														
Hurricane Hermine struck on September 3, 2016. Hurricane Matthew struck on October 8, 2016 which was Columbus Day weekend.														
Mandatory evacuation for Hatteras Island on July 28, 2017 due to cut electric lines. Lifted August 4, 2017														
Tropical Storm Irma September 11, 2017, no evacuation orders. Mandatory evacuation for Hatteras Island Hurricane Maria September 26-28, 2017														
Hurricane Florence mandatory evacuation September 11-September 15, 2018. Tropical storm Michael on October 12, 2018, no evacuations ordered, but flooding occurred.														
For September 2018, a business reported duplicate filings in the amount of \$337,882 and was issued a refund.														
For April 2019, a business reported back filings in Manteo B&B of approximately \$670,000														
For August 2019, approximately \$19.3 million is attributable to July. About \$18 million is real estate and \$926,000 hotel/motel. If added to July, July is a decrease of about 3% and August an increase of about 10%														
Hurricane Dorian mandatory evacuations September 3-September 12, 2019.														
Dare County State of Emergency closed to visitors 3/17/20 and NRPOs 3/20/20 due to COVID-19. Reopen May 16, 2020														

Outer Banks Visitors Bureau														
Gross Meals Summary														
2007-2020														
	2020	2019	2018	2017	2016	2015	2014	2013	2012	2011	2010	2009	2008	2007
January	9,567,693	9,232,116	6,630,060	6,907,169	6,951,100	7,366,165	6,423,044	5,737,827	5,908,401	5,149,079	4,946,077	5,553,193	5,315,203	5,652,092
February	9,280,396	7,938,346	8,081,163	8,107,544	7,190,738	6,442,985	6,280,032	5,873,076	6,001,197	5,600,305	5,306,714	5,878,828	5,901,277	5,864,520
March	7,466,202	13,993,067	12,472,869	12,750,137	12,593,172	10,133,762	9,481,493	10,153,689	9,324,697	8,342,477	7,944,634	7,371,099	9,906,602	8,368,675
April	3,749,728	20,152,467	17,693,017	19,029,550	15,347,188	15,145,381	14,781,867	13,161,426	15,272,146	13,937,220	12,643,388	12,570,914	10,696,837	13,018,031
May	14,079,809	27,895,551	25,305,198	24,480,322	22,700,007	23,106,126	22,196,739	20,503,341	20,033,102	17,884,885	17,420,030	17,237,550	17,902,993	17,030,910
June	35,377,612	39,212,117	37,728,467	36,369,937	33,185,424	33,214,790	31,198,217	30,968,797	30,676,562	28,170,717	25,929,735	25,850,095	26,110,903	26,398,208
July	37,531,226	47,545,995	44,840,505	43,176,322	42,856,387	41,248,363	38,508,812	37,227,457	36,914,627	36,454,367	35,295,259	32,687,202	33,163,197	32,620,688
August	34,686,508	44,023,260	39,760,919	37,942,828	39,204,887	38,491,312	38,663,206	36,725,099	33,521,889	27,024,599	31,515,361	31,285,408	32,095,228	31,213,494
September	31,758,793	24,552,170	24,228,769	27,122,726	26,673,486	26,274,599	23,584,456	23,168,505	22,057,864	19,239,630	18,678,839	19,444,780	17,335,174	19,572,423
October		19,796,005	18,452,784	19,261,951	15,237,438	16,212,875	16,047,497	14,278,541	13,282,164	13,084,800	13,295,890	12,630,255	12,192,193	12,942,026
November		12,708,341	12,448,598	11,764,460	11,846,267	10,809,353	9,863,383	9,161,206	8,637,935	8,587,922	8,822,724	8,298,475	8,044,142	9,001,275
December		10,994,527	9,670,246	10,184,239	9,049,333	8,333,905	7,902,396	6,839,007	7,025,072	7,391,106	5,983,306	6,123,554	6,457,727	7,449,495
YTD Total	183,497,967	234,545,089	216,740,967	215,886,535	206,702,389	201,423,483	191,117,866	183,519,217	179,710,485	161,803,279	159,680,037	157,879,069	158,427,414	159,739,041
Total	183,497,967	278,043,962	257,312,595	257,097,185	242,835,427	236,779,616	224,931,142	213,797,971	208,655,656	190,867,107	187,781,957	184,931,353	185,121,476	189,131,837
YTD % Change	-21.76%	8.21%	0.40%	4.44%	2.62%	5.39%	4.14%	2.12%	11.07%	1.33%	1.14%	-0.35%	-0.82%	4.39%
Total % Change	-21.76%	8.06%	0.08%	5.87%	2.56%	5.27%	5.21%	2.46%	9.32%	1.64%	1.54%	-0.10%	-2.12%	4.70%
Month Increase/(Decrease)	29.35%	1.33%	-10.67%	1.68%	1.52%	11.41%	1.80%	5.04%	14.65%	3.00%	-3.94%	12.17%	-11.43%	7.05%
Increase(Decrease)/Qtr														
Qtr 1 (Dec-Feb)	11.18%	7.81%	3.46%	7.07%	3.52%	11.10%	4.86%	-3.44%	15.35%	2.18%	-8.46%	-4.16%	-2.39%	0.76%
Qtr 2 (Mar-May)	-59.23%	11.84%	-1.40%	11.10%	4.66%	4.14%	6.03%	-1.82%	11.12%	5.67%	2.23%	-3.45%	0.23%	2.44%
Qtr 3 (June-Aug)	-17.73%	6.91%	4.12%	1.95%	2.03%	4.23%	3.29%	3.77%	10.33%	-1.18%	3.25%	-1.69%	1.26%	5.69%
Qtr 4 (Sept-Nov)	29.35%	3.49%	-5.19%	8.17%	0.86%	7.68%	6.19%	5.98%	7.49%	0.28%	1.05%	7.46%	-9.50%	8.40%
Note: For February 2006, \$496,634 was reported in gross receipts, but was not paid. If gross receipts corrected, 2006 would be \$5,507,753, a 6% increase														
For December 2006, \$470,400 was reported in gross receipts, but was not paid. If gross receipts corrected, 2006 would be \$7,135,251, a 4% increase														
For January 2009, about \$150,000 was reported from prior months, this is still an increase of \$87,990 or 1.66%														
Easter was in March for 2008, 2013, 2016. Easter in April for 2009, 2010, 2011, 2012, 2014, 2015, 2017, April 1, 2018, 2019, 2020														
For August 2009, Labor Day was 9/7; it was 9/1 in 2008														
Hurricane Irene struck August 27, 2011														
Hurricane Sandy struck on October 27, 2012														
Hurricane Arthur struck on July 4, 2014														
Hurricane Hermine struck on September 3, 2016. Hurricane Matthew struck on October 8, 2016 which was Columbus Day weekend.														
Mandatory evacuation for Hatteras Island on July 28, 2017 due to cut electric lines. Lifted August 4, 2017														
Tropical Storm Irma September 11, 2017, no evacuation orders. Mandatory evacuation for Hatteras Island Hurricane Maria September 26-28, 2017														
Hurricane Florence mandatory evacuation September 11-September 15, 2018. Tropical storm Michael on October 12, 2018, no evacuations ordered.														
For January 2019, about \$1,000,000 was reported from prior months in SS.														
Hurricane Dorian mandatory evacuations September 3-September 12, 2019.														
For September 2019, about \$261,000 was reported from prior months in Frisco.														
Dare County State of Emergency closed to visitors 3/17/20 and NRPOs 3/20/20 due to COVID-19. Restaurants Take-Out Only, Open 50% May 23, 2020														
For September 2020, about \$1,200,000 was reported from July and August.														

Outer Banks Visitors Bureau
Gross Occupancy by Class 2016-2020

	2016	2017	2018	2019	2020	2016	2017	2018	2019	2020	2016	2017	2018	2019	2020
	Bed &	Bed &	Bed &	Bed &	Bed &	Camp-	Camp-	Camp-	Camp-	Camp-					
	Breakfast	Breakfast	Breakfast	Breakfast	Breakfast	ground	ground	ground	ground	ground	Cottage	Cottage	Cottage	Cottage	Cottage
January	25,804	21,243	9,991	21,848	18,954	34,898	50,462	56,934	149,040	101,762	68,241	39,261	77,827	57,144	60,734
February	36,064	52,546	36,814	143,923	27,050	39,974	64,152	69,405	79,720	89,994	71,212	134,203	97,209	54,050	55,880
March	79,865	76,403	65,753	85,386	29,171	208,302	123,529	186,658	249,522	63,921	166,270	149,882	184,588	160,084	65,539
April	156,538	127,482	140,738	877,315	9,994	254,169	580,729	450,715	587,966	1,930	308,672	366,481	321,223	365,960	48,233
May	274,409	249,701	329,396	309,416	91,397	665,277	745,164	864,675	990,995	1,130,609	552,057	639,286	607,239	600,680	254,673
June	379,391	265,719	263,476	417,010	351,108	1,229,304	1,431,385	1,666,397	1,830,953	2,412,414	1,046,720	989,369	1,196,072	1,288,613	795,837
July	749,249	321,538	401,465	300,025	363,847	1,816,435	1,336,272	1,613,934	1,966,882	2,685,694	1,647,615	1,435,632	1,542,434	1,563,325	1,043,368
August	382,004	230,703	295,816	369,371	373,764	1,157,766	890,569	1,232,064	1,510,242	1,588,143	1,314,037	1,415,838	1,296,981	872,728	902,896
September	224,305	188,428	125,217	254,760	278,989	603,072	503,200	803,646	427,073	1,348,600	630,648	656,337	557,989	437,579	551,614
October	136,646	86,645	160,079	149,153		164,375	413,901	349,366	406,219		372,984	421,919	439,412	308,779	
November	72,340	81,256	77,097	74,856		107,575	121,397	118,727	126,014		231,209	205,025	201,959	143,147	
December	37,430	61,634	18,684	82,449		30,970	48,795	32,024	59,397		102,282	110,884	91,303	55,559	
<i>YTD Totals</i>	<i>2,307,629</i>	<i>1,533,763</i>	<i>1,668,666</i>	<i>2,779,054</i>	<i>1,544,274</i>	<i>6,009,197</i>	<i>5,725,462</i>	<i>6,944,428</i>	<i>7,792,393</i>	<i>9,423,067</i>	<i>5,805,472</i>	<i>5,826,289</i>	<i>5,881,562</i>	<i>5,400,163</i>	<i>3,778,774</i>
Total	2,554,045	1,763,298	1,924,526	3,085,512	1,544,274	6,312,117	6,309,555	7,444,545	8,384,023	9,423,067	6,511,947	6,564,117	6,614,236	5,907,648	3,778,774

Month Increase	2.88%	-15.99%	-33.55%	103.45%	9.51%	5.64%	-16.56%	59.71%	-46.86%	215.78%	-0.51%	4.07%	-14.98%	-21.58%	26.06%
<i>YTD Increase</i>	19.09%	-33.54%	8.80%	66.54%	-44.43%	10.93%	-4.72%	21.29%	12.21%	20.93%	6.31%	0.36%	0.95%	-8.18%	-30.02%
Total Year Increa	16.54%	-30.96%	9.14%	60.33%		9.49%	-0.04%	17.99%	12.62%		6.81%	0.80%	0.76%	-10.68%	

Outer Banks Visitors Bureau
 Gross Occupancy by Class 2016-2020

	2016	2017	2018	2019	2020	2018	2019	2020	2016	2017	2018	2019	2020	2019	2020
	Motel/	Motel/	Motel/	Motel/	Motel/	Online Trave	Online Trave	Online Trave	Property	Property	Property	Property	Property	Other	Other
	Hotel	Hotel	Hotel	Hotel	Hotel	OTC *	OTC *	OTC *	Management	Management	Management	Management	Management	Rental	Rental
									Agencies	Agencies	Agencies	Agencies	Agencies	Properties**	Properties**
January	1,237,556	1,231,693	1,257,924	1,301,265	1,437,035	12,750	19,038	18,951	4,901,521	5,742,596	5,632,280	4,641,865	6,501,671		4,048,599
February	1,322,085	1,562,373	1,581,432	1,331,764	1,533,776	21,179	21,882	25,687	2,113,601	3,025,121	3,299,316	4,283,950	4,958,235		3,640,228
March	3,048,117	2,625,980	3,034,735	2,618,614	1,246,258	46,450	48,950	24,532	4,309,813	4,006,629	5,645,680	6,065,892	2,033,390		392,302
April	4,545,245	5,755,388	4,790,774	5,082,911	272,368	94,478	129,659	6,532	8,083,104	12,673,454	12,073,020	14,912,027	382,791		54,406
May	6,995,624	7,781,122	7,657,044	8,296,802	3,148,199	223,246	148,954	188,734	21,184,107	22,356,377	23,236,092	25,901,180	23,445,254		7,959,755
June	10,724,168	11,713,936	11,720,032	11,050,965	11,291,492	373,865	220,076	689,124	60,621,694	64,523,921	79,376,489	86,974,007	88,087,699		15,349,447
July	14,702,019	15,241,700	13,517,098	13,333,255	16,489,187	488,402	280,756	291,105	111,492,605	121,406,705	116,827,701	93,189,170	131,031,173	9,774,831	14,163,157
August	12,963,240	11,871,548	12,441,921	14,094,249	13,307,261	422,935	266,881	244,691	91,755,613	88,138,009	93,023,812	121,424,486	122,944,015	24,094,200	14,432,996
September	8,044,658	6,960,599	5,190,429	6,280,715	9,374,533	127,801	128,596	495,636	35,992,377	39,786,449	41,912,607	37,793,636	51,755,580	5,444,607	7,502,538
October	4,123,137	5,255,695	4,729,167	5,163,907		94,511	76,787		15,940,123	15,566,863	16,607,911	16,375,128		3,090,168	
November	2,491,471	2,754,045	2,101,808	1,972,903		35,749	31,815		6,134,126	7,540,897	7,319,364	9,080,251		1,659,752	
December	1,215,099	1,228,853	1,255,150	1,413,200		27,148	22,812		2,185,437	3,104,990	3,165,578	4,773,626		1,465,862	
YTD Totals	63,582,712	64,744,339	61,191,389	63,390,540	58,100,109	1,811,106	1,264,792	1,984,992	340,454,435	361,659,261	381,026,997	395,186,213	431,139,808	39,313,638	67,543,428
Total	71,412,419	73,982,932	69,277,514	71,940,550	58,100,109	1,968,514	1,396,206	1,984,992	364,714,121	387,872,011	408,119,850	425,415,218	431,139,808	45,529,420	67,543,428
Month Increase	-15.24%	-13.48%	-25.43%	21.01%	49.26%		0.62%	285.42%	7.10%	10.54%	5.34%	-9.83%	36.94%		37.80%
YTD Increase	5.13%	1.83%	-5.49%	3.59%	-8.35%		-30.16%	56.94%	2.69%	6.23%	5.36%	3.72%	9.10%		
Total Year Increa	5.35%	3.60%	-6.36%	3.84%			-29.07%		3.31%	6.35%	5.22%	4.24%			

* OTC amounts are included in Motel/Hotel for comparative purposes
 ** Other Rental Properties is included in Property Management Agencies for comparative purposes. July 2019, County separated individual owners & STRs from PM Companies

Outer Banks Visitors Bureau
Gross Occupancy by Class 2016-2020

	2016	2017	2018	2019	2020	2016	2017	2018	2019	2020
	Tmshr	Tmshr	Tmshr	Tmshr	Tmshr	Total	Total	Total	Total	Total
January	10,031	45,893	80,128	100,883	103,524	6,278,051	7,131,148	7,115,084	6,272,045	8,223,680
February	16,671	100,360	121,379	111,202	123,301	3,599,607	4,938,755	5,205,555	6,004,609	6,788,236
March	112,325	177,413	239,016	191,043	100,157	7,924,692	7,159,836	9,356,430	9,370,541	3,538,436
April	87,331	319,158	278,446	356,959	0	13,435,059	19,822,692	18,054,916	22,183,138	715,316
May	114,954	233,603	269,937	329,769	122,541	29,786,428	32,005,253	32,964,383	36,428,842	28,192,673
June	165,585	316,197	421,313	441,718	529,356	74,166,862	79,240,527	94,643,779	102,003,266	103,467,906
July	360,458	486,546	488,988	538,288	643,415	130,768,381	140,228,393	134,391,620	110,890,945	152,256,684
August	215,044	383,434	426,743	534,008	621,785	107,787,704	102,930,101	108,717,337	138,805,084	139,737,864
September	171,161	243,058	201,660	210,087	466,395	45,666,221	48,338,071	48,791,548	45,403,850	63,775,711
October	102,725	229,934	217,916	215,456		20,839,990	21,974,957	22,503,851	22,618,642	0
November	96,064	31,732	146,707	126,782		9,132,785	10,734,352	9,965,662	11,523,953	0
December	53,113	260,812	143,609	120,970		3,624,331	4,815,968	4,706,348	6,505,201	0
<i>YTD Totals</i>	<i>1,253,560</i>	<i>2,305,662</i>	<i>2,527,610</i>	<i>2,813,957</i>	<i>2,710,474</i>	<i>419,413,005</i>	<i>441,794,776</i>	<i>459,240,652</i>	<i>477,362,320</i>	<i>506,696,506</i>
Total	1,505,462	2,828,140	3,035,842	3,277,165	2,710,474	453,010,111	479,320,053	496,416,513	518,010,116	506,696,506

Month Increase	124.48%	42.01%	-17.03%	4.18%	122.00%	2.40%	5.85%	0.94%	-6.94%	40.46%
<i>YTD Increase</i>	<i>77.07%</i>	<i>83.93%</i>	<i>9.63%</i>	<i>11.33%</i>	<i>-3.68%</i>	<i>3.42%</i>	<i>5.34%</i>	<i>3.95%</i>	<i>3.95%</i>	<i>6.15%</i>
Total Year Increa	94.62%	87.86%	7.34%	7.95%		3.99%	5.81%	3.57%	4.35%	

DARE COUNTY GROSS																				
OCCUPANCY BY DISTRICT																				
	2020	% OF	2020	% OF	2020	% OF	2020	% OF	2020	% OF	2020	% OF	2020	% OF	2020	% OF	2020	% OF	2020	% OF
	JANUARY	TOTAL	FEBRUARY	TOTAL	MARCH	TOTAL	APRIL	TOTAL	MAY	TOTAL	JUNE	TOTAL	JULY	TOTAL	AUGUST	TOTAL	SEPT	TOTAL	TOTAL	TOTAL
AVON	434,039	5.3%	380,590	5.6%	138,732	3.9%	30,048	4.2%	2,066,612	7.3%	6,283,223	6.1%	11,853,109	7.8%	9,512,081	6.8%	4,187,773	6.6%	34,886,207	6.9%
BUXTON	153,215	1.9%	162,973	2.4%	145,613	4.1%	63,878	8.9%	847,665	3.0%	2,319,946	2.2%	3,396,670	2.2%	2,661,554	1.9%	1,554,576	2.4%	11,306,090	2.2%
COLINGTON	3,274	0.0%	6,168	0.1%	10,810	0.3%	0	0.0%	24,407	0.1%	216,365	0.2%	364,283	0.2%	312,553	0.2%	164,549	0.3%	1,102,409	0.2%
FRISCO	102,027	1.2%	89,747	1.3%	47,494	1.3%	9,747	1.4%	754,299	2.7%	2,146,129	2.1%	3,153,413	2.1%	2,760,749	2.0%	1,344,992	2.1%	10,408,597	2.1%
HATTERAS	239,225	2.9%	149,163	2.2%	107,696	3.0%	23,329	3.3%	1,067,301	3.8%	3,605,207	3.5%	6,465,000	4.2%	5,553,616	4.0%	2,321,754	3.6%	19,532,291	3.9%
KILL DEVIL HILLS	2,055,516	25.0%	1,877,121	27.7%	918,296	26.0%	201,342	28.1%	5,429,553	19.3%	18,187,203	17.6%	23,860,833	15.7%	22,495,828	16.1%	11,710,936	18.4%	86,736,628	17.1%
KITTY HAWK	746,475	9.1%	801,188	11.8%	414,239	11.7%	38,020	5.3%	2,084,664	7.4%	6,651,519	6.4%	8,342,133	5.5%	7,691,727	5.5%	4,325,618	6.8%	31,095,583	6.1%
MANTEO-TOWN	170,435	2.1%	143,543	2.1%	68,224	1.9%	46,483	6.5%	504,989	1.8%	1,467,488	1.4%	1,603,378	1.1%	1,641,666	1.2%	843,370	1.3%	6,489,576	1.3%
NAGS HEAD	2,239,211	27.2%	1,513,288	22.3%	844,330	23.9%	164,145	22.9%	7,038,514	25.0%	28,605,413	27.6%	38,857,728	25.5%	38,682,106	27.7%	17,178,559	26.9%	135,123,294	26.7%
RODANTHE	138,440	1.7%	165,461	2.4%	124,809	3.5%	7,267	1.0%	994,456	3.5%	3,113,249	3.0%	6,961,433	4.6%	5,425,650	3.9%	2,365,098	3.7%	19,295,863	3.8%
SALVO	166,784	2.0%	151,036	2.2%	52,537	1.5%	8,579	1.2%	588,373	2.1%	1,986,086	1.9%	7,793,423	5.1%	5,524,202	4.0%	2,074,571	3.3%	18,345,591	3.6%
WAVES	173,850	2.1%	138,772	2.0%	64,020	1.8%	5,772	0.8%	875,701	3.1%	2,374,280	2.3%	5,101,837	3.4%	3,537,511	2.5%	1,722,784	2.7%	13,994,527	2.8%
SOUTHERN SHORES	431,854	5.3%	327,899	4.8%	69,681	2.0%	9,167	1.3%	1,350,564	4.8%	6,673,186	6.4%	8,222,034	5.4%	7,916,829	5.7%	3,219,094	5.0%	28,220,308	5.6%
DUCK	973,632	11.8%	621,871	9.2%	453,220	12.8%	93,678	13.1%	3,716,546	13.2%	18,177,434	17.6%	25,056,315	16.5%	24,833,969	17.8%	9,836,814	15.4%	83,763,479	16.5%
RIM (ROANOKE ISL. MAINI	178,581	2.2%	235,653	3.5%	55,283	1.6%	8,348	1.2%	663,286	2.4%	986,934	1.0%	973,034	0.6%	967,930	0.7%	453,768	0.7%	4,522,817	0.9%
OTC UNATTRIBUTED*	17,122	0.2%	23,763	0.4%	23,452	0.7%	5,513	0.8%	185,743	0.7%	674,244	0.7%	252,061	0.2%	219,893	0.2%	471,455	0.7%	1,873,246	0.4%
TOTAL	8,223,680	100.0%	6,788,236	100.1%	3,538,436	100.0%	715,316	100.0%	28,192,673	100.0%	103,467,906	100.0%	152,256,684	100.0%	139,737,864	100.0%	63,775,711	100.0%	506,696,506	100.0%
* Part of OTC transactions are reported by district.																				
The amounts are included in the districts of KDH, KH, NH. The remaining is reported under OTC																				

DARE COUNTY GROSS MEALS BY DISTRICT																				
	2020	% OF	2020	% OF	2020	% OF	2020	% OF	2020	% OF	2020	% OF	2020	% OF	2020	% OF	2020	% OF	2020	% OF
	JANUARY	TOTAL	FEBRUARY	TOTAL	MARCH	TOTAL	APRIL	TOTAL	MAY	TOTAL	JUNE	TOTAL	JULY	TOTAL	AUGUST	TOTAL	SEPT	TOTAL	TOTAL	TOTAL
AVON - 1	270,637	2.8%	277,555	3.0%	220,022	2.9%	110,415	2.9%	706,126	5.0%	1,903,871	5.4%	1,921,229	5.1%	1,761,166	5.1%	1,518,979	4.8%	8,690,000	4.7%
BUXTON - 2	158,548	1.7%	131,822	1.4%	184,755	2.5%	100,175	2.7%	431,796	3.1%	1,314,854	3.7%	1,309,809	3.5%	1,161,413	3.3%	1,214,757	3.8%	6,007,929	3.3%
COLINGTON - 3	61,040	0.6%	111,816	1.2%	57,273	0.8%	51,470	1.4%	110,255	0.8%	323,053	0.9%	283,287	0.8%	517,144	1.5%	412,250	1.3%	1,927,588	1.1%
FRISCO - 5	149,794	1.6%	92,226	1.0%	9,415	0.1%	88,905	2.4%	147,558	1.0%	264,210	0.7%	323,934	0.9%	277,784	0.8%	372,434	1.2%	1,726,260	0.9%
HATTERAS - 6	20,554	0.2%	39,069	0.4%	44,105	0.6%	6,891	0.2%	224,957	1.6%	828,595	2.3%	811,540	2.2%	622,896	1.8%	486,242	1.5%	3,084,849	1.7%
KILL DEVIL HILLS - 7	3,030,736	31.7%	3,173,984	34.2%	2,362,500	31.6%	1,093,292	29.2%	3,552,444	25.2%	9,022,628	25.5%	9,288,088	24.7%	8,527,837	24.6%	8,215,660	25.9%	48,267,169	26.3%
KITTY HAWK - 8	1,799,644	18.8%	1,604,718	17.3%	1,125,357	15.1%	737,774	19.7%	2,032,942	14.4%	4,467,270	12.6%	4,831,902	12.9%	4,447,622	12.8%	3,841,807	12.1%	24,889,036	13.6%
MANTEO-TOWN - 10	955,731	10.0%	779,047	8.4%	691,359	9.3%	332,005	8.9%	1,213,967	8.6%	1,839,180	5.2%	2,075,092	5.5%	1,653,471	4.8%	1,922,273	6.1%	11,462,125	6.2%
RIM (ROANOKE ISL. N	219,443	2.3%	165,193	1.8%	188,491	2.5%	134,607	3.6%	267,796	1.9%	349,795	1.0%	368,803	1.0%	464,906	1.3%	383,281	1.2%	2,542,315	1.4%
NAGS HEAD - 14	1,823,494	19.1%	1,892,513	20.4%	1,649,672	22.1%	846,543	22.6%	3,059,988	21.7%	8,517,851	24.1%	10,169,265	27.1%	8,890,686	25.6%	7,725,607	24.3%	44,575,619	24.3%
RODANTHE - 15	23,211	0.2%	17,721	0.2%	29,023	0.4%	17,392	0.5%	179,186	1.3%	457,470	1.3%	438,997	1.2%	415,794	1.2%	336,254	1.1%	1,915,048	1.0%
SALVO - 18	0	0.0%	0	0.0%	0	0.0%	0	0.0%	5,010	0.0%	40,793	0.1%	53,343	0.1%	30,041	0.1%	17,478	0.1%	146,665	0.1%
WAVES - 19	21,957	0.2%	25,502	0.3%	68,108	0.9%	21,006	0.6%	219,190	1.6%	677,632	1.9%	494,010	1.3%	299,026	0.9%	358,109	1.1%	2,184,540	1.2%
SOUTHERN SHORES -	522,960	5.5%	367,120	4.0%	384,555	5.2%	129,975	3.5%	431,285	3.1%	1,144,690	3.2%	1,041,675	2.8%	997,366	2.9%	1,135,759	3.6%	6,155,385	3.4%
DUCK - 21	509,944	5.3%	602,110	6.5%	451,567	6.0%	79,278	2.1%	1,497,309	10.6%	4,225,720	11.9%	4,120,252	11.0%	4,619,356	13.3%	3,817,903	12.0%	19,923,439	10.9%
TOTAL	9,567,693	100.0%	9,280,396	100.0%	7,466,202	100.0%	3,749,728	100.0%	14,079,809	100.0%	35,377,612	100.0%	37,531,226	100.0%	34,686,508	100.0%	31,758,793	100.0%	183,497,967	100.0%

DARE COUNTY GROSS															
OCCUPANCY BY DISTRICT															
	2020	2019	% Increase	2020	2019	% Increase	2020	2019	% Increase	2020	2019	% Increase	2020	2019	% Increase
	JANUARY	JANUARY	(Decrease)	FEBRUARY	FEBRUARY	(Decrease)	MARCH	MARCH	(Decrease)	APRIL	APRIL	(Decrease)	MAY	MAY	(Decrease)
HATTERAS ISLAND:															
RODANTHE	138,440	155,233	-10.82%	165,461	178,321	-7.21%	124,809	235,134	-46.92%	7,267	816,711	-99.11%	994,456	1,415,555	-29.75%
WAVES	173,850	214,579	-18.98%	138,772	194,030	-28.48%	64,020	218,326	-70.68%	5,772	669,600	-99.14%	875,701	1,162,476	-24.67%
SALVO	166,784	103,194	61.62%	151,036	190,333	-20.65%	52,537	151,805	-65.39%	8,579	624,521	-98.63%	588,373	1,186,880	-50.43%
AVON	434,039	412,817	5.14%	380,590	542,733	-29.88%	138,732	614,483	-77.42%	30,048	1,921,566	-98.44%	2,066,612	2,959,234	-30.16%
BUXTON	153,215	109,939	39.36%	162,973	164,879	-1.16%	145,613	345,191	-57.82%	63,878	813,784	-92.15%	847,665	1,256,530	-32.54%
FRISCO	102,027	76,242	33.82%	89,747	109,527	-18.06%	47,494	206,052	-76.95%	9,747	531,280	-98.17%	754,299	935,392	-19.36%
HATTERAS	239,225	195,167	22.57%	149,163	225,587	-33.88%	107,696	272,582	-60.49%	23,329	864,032	-97.30%	1,067,301	1,659,500	-35.69%
TOTAL HATTERAS ISLAND	1,407,580	1,267,171	11.08%	1,237,742	1,605,410	-22.90%	680,901	2,043,573	-66.68%	148,620	6,241,494	-97.62%	7,194,407	10,575,567	-31.97%
NORTHERN BEACHES:															
DUCK	973,632	585,568	66.27%	621,871	419,880	48.11%	453,220	777,209	-41.69%	93,678	2,127,813	-95.60%	3,716,546	4,718,029	-21.23%
SOUTHERN SHORES	431,854	346,044	24.80%	327,899	231,269	41.78%	69,681	335,007	-79.20%	9,167	540,818	-98.30%	1,350,564	1,068,020	26.45%
KITTY HAWK	746,475	646,687	15.43%	801,188	695,819	15.14%	414,239	1,145,909	-63.85%	38,020	1,874,991	-97.97%	2,084,664	2,768,360	-24.70%
COLINGTON	3,274	6,172	-46.95%	6,168	5,149	19.79%	10,810	12,563	-13.95%	0	20,313	-100.00%	24,407	52,228	-53.27%
KILL DEVIL HILLS	2,055,516	1,719,691	19.53%	1,877,121	1,468,481	27.83%	918,296	2,370,776	-61.27%	201,342	4,919,938	-95.91%	5,429,553	7,408,563	-26.71%
NAGS HEAD	2,239,211	1,463,725	52.98%	1,513,288	1,206,348	25.44%	844,330	2,213,962	-61.86%	164,145	5,044,713	-96.75%	7,038,514	8,653,751	-18.67%
TOTAL NORTHERN BEACHES	6,449,962	4,767,887	35.28%	5,147,535	4,026,946	27.83%	2,710,576	6,855,426	-60.46%	506,352	14,528,586	-96.51%	19,644,248	24,668,951	-20.37%
ROANOKE ISLAND:															
MANTEO-TOWN	170,435	113,227	50.53%	143,543	242,653	-40.84%	68,224	238,085	-71.34%	46,483	1,121,840	-95.86%	504,989	781,975	-35.42%
RIM (ROANOKE ISL. MAINLAN	178,581	107,493	66.13%	235,653	109,892	114.44%	55,283	194,420	-71.57%	8,348	211,242	-96.05%	663,286	271,697	144.13%
TOTAL ROANOKE ISLAND	349,016	220,720	58.13%	379,196	352,545	7.56%	123,507	432,505	-71.44%	54,831	1,333,082	-95.89%	1,168,275	1,053,672	10.88%
OTC UNATTRIBUTED	17,122	16,267	5.26%	23,763	19,708	20.58%	23,452	39,037	-39.92%	5,513	79,976	-93.11%	185,743	130,652	42.17%
*Part of OTC transactions are reported by district. The amounts are included in KDH, KH, NH. The remaining is reported under OTC.															
TOTAL	8,223,680	6,272,045	31.12%	6,788,236	6,004,609	13.05%	3,538,436	9,370,541	-62.24%	715,316	22,183,138	-96.78%	28,192,673	36,428,842	-22.61%

DARE COUNTY GROSS															
OCCUPANCY BY DISTRICT															
	2020	2019	% Increase	2020	2019	% Increase	2020	2019	% Increase	2020	2019	% Increase	YTD 2020	YTD 2019	% Increase
	JUNE	JUNE	(Decrease)	JULY	JULY	(Decrease)	AUGUST	AUGUST	(Decrease)	SEPT	SEPT	(Decrease)	TOTAL	TOTAL	(Decrease)
HATTERAS ISLAND:															
RODANTHE	3,113,249	4,182,047	-25.56%	6,961,433	3,639,299	91.28%	5,425,650	6,123,824	-11.40%	2,365,098	1,704,087	38.79%	19,295,863	18,450,211	4.58%
WAVES	2,374,280	3,131,596	-24.18%	5,101,837	2,473,064	106.30%	3,537,511	4,346,677	-18.62%	1,722,784	1,075,798	60.14%	13,994,527	13,486,146	3.77%
SALVO	1,986,086	4,166,076	-52.33%	7,793,423	2,374,016	228.28%	5,524,202	7,260,344	-23.91%	2,074,571	1,561,130	32.89%	18,345,591	17,618,299	4.13%
AVON	6,283,223	8,339,116	-24.65%	11,853,109	7,089,968	67.18%	9,512,081	10,788,881	-11.83%	4,187,773	2,947,918	42.06%	34,886,207	35,616,716	-2.05%
BUXTON	2,319,946	2,278,864	1.80%	3,396,670	2,393,779	41.90%	2,661,554	2,562,303	3.87%	1,554,576	1,100,754	41.23%	11,306,090	11,026,023	2.54%
FRISCO	2,146,129	2,188,753	-1.95%	3,153,413	2,350,832	34.14%	2,760,749	2,808,411	-1.70%	1,344,992	889,774	51.16%	10,408,597	10,096,263	3.09%
HATTERAS	3,605,207	4,114,280	-12.37%	6,465,000	4,267,435	51.50%	5,553,616	5,733,491	-3.14%	2,321,754	2,018,294	15.04%	19,532,291	19,350,368	0.94%
TOTAL HATTERAS ISLAND	21,828,120	28,400,732	-23.14%	44,724,885	24,588,393	81.89%	34,975,363	39,623,931	-11.73%	15,571,548	11,297,755	37.83%	127,769,166	125,644,026	1.69%
NORTHERN BEACHES:															
DUCK	18,177,434	18,163,589	0.08%	25,056,315	20,666,081	21.24%	24,833,969	23,271,322	6.71%	9,836,814	7,511,150	30.96%	83,763,479	78,240,641	7.06%
SOUTHERN SHORES	6,673,186	6,287,807	6.13%	8,222,034	7,042,991	16.74%	7,916,829	6,852,073	15.54%	3,219,094	2,317,187	38.92%	28,220,308	25,021,216	12.79%
KITTY HAWK	6,651,519	5,634,710	18.05%	8,342,133	7,242,797	15.18%	7,691,727	7,612,137	1.05%	4,325,618	2,769,990	56.16%	31,095,583	30,391,400	2.32%
COLINGTON	216,365	182,414	18.61%	364,283	271,926	33.96%	312,553	225,336	38.71%	164,549	79,259	107.61%	1,102,409	855,360	28.88%
KILL DEVIL HILLS	18,187,203	16,067,016	13.20%	23,860,833	19,150,891	24.59%	22,495,828	21,089,248	6.67%	11,710,936	7,877,265	48.67%	86,736,628	82,071,869	5.68%
NAGS HEAD	28,605,413	25,570,224	11.87%	38,857,728	30,483,739	27.47%	38,682,106	38,243,992	1.15%	17,178,559	12,868,201	33.50%	135,123,294	125,748,655	7.46%
TOTAL NORTHERN BEACHES	78,511,120	71,905,760	9.19%	104,703,326	84,858,425	23.39%	101,933,012	97,294,108	4.77%	46,435,570	33,423,052	38.93%	366,041,701	342,329,141	6.93%
ROANOKE ISLAND:															
MANTEO-TOWN	1,467,488	1,208,859	21.39%	1,603,378	1,182,324	35.61%	1,641,666	1,287,494	27.51%	843,370	511,375	64.92%	6,489,576	6,687,832	-2.96%
RIM (ROANOKE ISL. MAINLAN	986,934	295,713	233.75%	973,034	25,459	3721.96%	967,930	372,374	159.93%	453,768	66,828	579.01%	4,522,817	1,655,118	173.26%
TOTAL ROANOKE ISLAND	2,454,422	1,504,572	63.13%	2,576,412	1,207,783	113.32%	2,609,596	1,659,868	57.22%	1,297,138	578,203	124.34%	11,012,393	8,342,950	32.00%
OTC UNATTRIBUTED	674,244	192,202	250.80%	252,061	236,344	6.65%	219,893	227,177	-3.21%	471,455	104,840	349.69%	1,873,246	1,046,203	79.05%
*Part of OTC transactions are reported															
TOTAL	103,467,906	102,003,266	1.44%	152,256,684	110,890,945	37.30%	139,737,864	138,805,084	0.67%	63,775,711	45,403,850	40.46%	506,696,506	477,362,320	6.15%

DARE COUNTY GROSS MEALS BY DISTRICT															
	2020	2019	% Increase	2020	2019	% Increase	2020	2019	% Increase	2020	2019	% Increase	2020	2019	% Increase
	JANUARY	JANUARY	(Decrease)	FEBRUARY	FEBRUARY	(Decrease)	MARCH	MARCH	(Decrease)	APRIL	APRIL	(Decrease)	MAY	MAY	(Decrease)
HATTERAS ISLAND:															
RODANTHE - 15	23,211	15,265	52.05%	17,721	16,337	8.47%	29,023	31,347	-7.41%	17,392	188,191	-90.76%	179,186	396,911	-54.85%
WAVES - 19	21,957	17,002	29.14%	25,502	21,195	20.32%	68,108	83,625	-18.56%	21,006	275,896	-92.39%	219,190	445,889	-50.84%
SALVO - 18	0	0	#DIV/0!	0	0	#DIV/0!	0	0	#DIV/0!	0	276	-100.00%	5,010	15,531	-67.74%
AVON - 1	270,637	213,771	26.60%	277,555	214,211	29.57%	220,022	382,698	-42.51%	110,415	846,018	-86.95%	706,126	1,217,728	-42.01%
BUXTON - 2	158,548	164,197	-3.44%	131,822	186,036	-29.14%	184,755	342,224	-46.01%	100,175	709,517	-85.88%	431,796	1,032,683	-58.19%
FRISCO - 5	149,794	17,979	733.16%	92,226	19,419	374.93%	9,415	28,980	-67.51%	88,905	50,827	74.92%	147,558	72,634	103.15%
HATTERAS - 6	20,554	10,871	89.07%	39,069	48,544	-19.52%	44,105	131,962	-66.58%	6,891	418,663	-98.35%	224,957	754,968	-70.20%
TOTAL HATTERAS ISLAND	644,701	439,085	46.83%	583,895	505,742	15.45%	555,428	1,000,836	-44.50%	344,784	2,489,388	-86.15%	1,913,823	3,936,344	-51.38%
NORTHERN BEACHES:															
DUCK - 21	509,944	442,133	15.34%	602,110	410,245	46.77%	451,567	841,090	-46.31%	79,278	1,762,874	-95.50%	1,497,309	3,288,737	-54.47%
SOUTHERN SHORES - 20	522,960	1,507,308	-65.31%	367,120	468,909	-21.71%	384,555	551,241	-30.24%	129,975	653,624	-80.11%	431,285	969,277	-55.50%
KITTY HAWK - 8	1,799,644	1,472,747	22.20%	1,604,718	1,552,993	3.33%	1,125,357	2,258,057	-50.16%	737,774	3,241,423	-77.24%	2,032,942	3,850,942	-47.21%
COLINGTON - 3	61,040	64,345	-5.14%	111,816	82,095	36.20%	57,273	111,758	-48.75%	51,470	206,497	-75.07%	110,255	306,637	-64.04%
KILL DEVIL HILLS - 7	3,030,736	2,588,635	17.08%	3,173,984	2,326,259	36.44%	2,362,500	4,816,907	-50.95%	1,093,292	5,333,306	-79.50%	3,552,444	6,594,904	-46.13%
NAGS HEAD - 14	1,823,494	1,687,822	8.04%	1,892,513	1,674,843	13.00%	1,649,672	3,109,265	-46.94%	846,543	4,888,589	-82.68%	3,059,988	6,912,721	-55.73%
TOTAL NORTHERN BEACHES	7,747,818	7,762,990	-0.20%	7,752,261	6,515,344	18.98%	6,030,924	11,688,318	-48.40%	2,938,332	16,086,313	-81.73%	10,684,223	21,923,218	-51.27%
ROANOKE ISLAND:															
MANTEO-TOWN - 10	955,731	824,328	15.94%	779,047	735,098	5.98%	691,359	1,020,732	-32.27%	332,005	1,292,941	-74.32%	1,213,967	1,709,452	-28.99%
MANTEO-OUTSIDE - 11	219,443	205,713	6.67%	165,193	182,162	-9.32%	188,491	283,181	-33.44%	134,607	283,825	-52.57%	267,796	326,537	-17.99%
TOTAL ROANOKE ISLAND	1,175,174	1,030,041	14.09%	944,240	917,260	2.94%	879,850	1,303,913	-32.52%	466,612	1,576,766	-70.41%	1,481,763	2,035,989	-27.22%
TOTAL	9,567,693	9,232,116	3.63%	9,280,396	7,938,346	16.91%	7,466,202	13,993,067	-46.64%	3,749,728	20,152,467	-81.39%	14,079,809	27,895,551	-49.53%

DARE COUNTY GROSS															
MEALS BY DISTRICT															
	2020	2019	% Increase	2020	2019	% Increase	2020	2019	% Increase	2020	2019	% Increase	YTD 2020	YTD 2019	% Increase
	JUNE	JUNE	(Decrease)	JULY	JULY	(Decrease)	AUGUST	AUGUST	(Decrease)	SEPT	SEPT	(Decrease)	TOTAL	TOTAL	(Decrease)
HATTERAS ISLAND:															
RODANTHE - 15	457,470	586,269	-21.97%	438,997	631,965	-30.53%	415,794	556,845	-25.33%	336,254	213,179	57.73%	1,915,048	2,636,309	-27.36%
WAVES - 19	677,632	821,923	-17.56%	494,010	904,357	-45.37%	299,026	839,342	-64.37%	358,109	343,101	4.37%	2,184,540	3,752,330	-41.78%
SALVO - 18	40,793	41,308	-1.25%	53,343	48,533	9.91%	30,041	38,714	-22.40%	17,478	7,696	127.10%	146,665	152,058	-3.55%
AVON - 1	1,903,871	1,986,673	-4.17%	1,921,229	2,147,119	-10.52%	1,761,166	2,356,559	-25.27%	1,518,979	916,956	65.65%	8,690,000	10,281,733	-15.48%
BUXTON - 2	1,314,854	1,437,869	-8.56%	1,309,809	1,550,771	-15.54%	1,161,413	1,193,217	-2.67%	1,214,757	975,006	24.59%	6,007,929	7,591,520	-20.86%
FRISCO - 5	264,210	116,643	126.51%	323,934	153,122	111.55%	277,784	146,168	90.04%	372,434	396,561	-6.08%	1,726,260	1,002,333	72.22%
HATTERAS - 6	828,595	1,150,158	-27.96%	811,540	1,169,496	-30.61%	622,896	1,006,885	-38.14%	486,242	327,723	48.37%	3,084,849	5,019,270	-38.54%
TOTAL HATTERAS ISLAND	5,487,425	6,140,843	-10.64%	5,352,862	6,605,363	-18.96%	4,568,120	6,137,730	-25.57%	4,304,253	3,180,222	35.34%	23,755,291	30,436,553	-21.95%
NORTHERN BEACHES:															
DUCK - 21	4,225,720	4,473,774	-5.54%	4,120,252	6,153,707	-33.04%	4,619,356	5,356,760	-13.77%	3,817,903	2,842,414	34.32%	19,923,439	25,571,734	-22.09%
SOUTHERN SHORES - 20	1,144,690	1,282,906	-10.77%	1,041,675	1,364,222	-23.64%	997,366	1,332,231	-25.14%	1,135,759	912,933	24.41%	6,155,385	9,042,651	-31.93%
KITTY HAWK - 8	4,467,270	5,448,558	-18.01%	4,831,902	6,356,596	-23.99%	4,447,622	5,650,299	-21.29%	3,841,807	3,674,686	4.55%	24,889,036	33,506,301	-25.72%
COLINGTON - 3	323,053	390,992	-17.38%	283,287	530,362	-46.59%	517,144	457,507	13.04%	412,250	287,222	43.53%	1,927,588	2,437,415	-20.92%
KILL DEVIL HILLS - 7	9,022,628	9,137,347	-1.26%	9,288,088	11,547,314	-19.56%	8,527,837	11,460,653	-25.59%	8,215,660	5,897,438	39.31%	48,267,169	59,702,763	-19.15%
NAGS HEAD - 14	8,517,851	9,773,440	-12.85%	10,169,265	11,844,622	-14.14%	8,890,686	11,006,096	-19.22%	7,725,607	6,194,790	24.71%	44,575,619	57,092,188	-21.92%
TOTAL NORTHERN BEACHES	27,701,212	30,507,017	-9.20%	29,734,469	37,796,823	-21.33%	28,000,011	35,263,546	-20.60%	25,148,986	19,809,483	26.95%	145,738,236	187,353,052	-22.21%
ROANOKE ISLAND:															
MANTEO-TOWN - 10	1,839,180	2,180,574	-15.66%	2,075,092	2,703,775	-23.25%	1,653,471	2,225,872	-25.72%	1,922,273	1,277,346	50.49%	11,462,125	13,970,118	-17.95%
MANTEO-OUTSIDE - 11	349,795	383,683	-8.83%	368,803	440,034	-16.19%	464,906	396,112	17.37%	383,281	285,119	34.43%	2,542,315	2,786,366	-8.76%
TOTAL ROANOKE ISLAND	2,188,975	2,564,257	-14.64%	2,443,895	3,143,809	-22.26%	2,118,377	2,621,984	-19.21%	2,305,554	1,562,465	47.56%	14,004,440	16,756,484	-16.42%
TOTAL	35,377,612	39,212,117	-9.78%	37,531,226	47,545,995	-21.06%	34,686,508	44,023,260	-21.21%	31,758,793	24,552,170	29.35%	183,497,967	234,545,089	-21.76%

OUTER BANKS VISITORS BUREAU
Statement of Revenues and Expenditures - Actual and Budget
General Fund - YTD thru 10/31/20

	Jul - Oct 20	Budget	\$ Over Budget	% of Budget
Ordinary Income/Expense				
Income				
3030 · Occupancy Tax - 75%	3,440,598.25	2,936,036.00	504,562.25	117.2%
3040 · Meals Tax - 75%	1,033,366.76	1,622,330.00	-588,963.24	63.7%
3050 · Website Advertising	31,489.99	75,000.00	-43,510.01	42.0%
3210 · Interest Income	1,525.46	50,000.00	-48,474.54	3.1%
3220 · Other	155.00	1,000.00	-845.00	15.5%
Total Income	4,507,135.46	4,684,366.00	-177,230.54	96.2%
Gross Profit	4,507,135.46	4,684,366.00	-177,230.54	96.2%
Expense				
5000 · Director Compensation	5,700.00	17,100.00	-11,400.00	33.3%
5001 · Professional Services	0.00	1,000.00	-1,000.00	0.0%
5002 · Director Travel/Meeting/Meals	568.75	7,000.00	-6,431.25	8.1%
5003 · Directors & Officers Insurance	3,315.00	3,315.00	0.00	100.0%
5004 · Miscellaneous Items	0.00	1,000.00	-1,000.00	0.0%
5010 · Salaries (Full Time) Promotion	256,903.88	695,000.00	-438,096.12	37.0%
5020 · Salaries (Part Time) Promotion	16,677.42	103,000.00	-86,322.58	16.2%
5025 · Salaries (Part Time) Welcome AB	18,958.78	79,500.00	-60,541.22	23.8%
5026 · Salaries (Part Time) Welcome RI	40,222.24	131,525.00	-91,302.76	30.6%
5030 · Payroll Taxes	25,157.36	84,285.00	-59,127.64	29.8%
5040 · Employee Insurance	62,727.98	148,200.00	-85,472.02	42.3%
5050 · Retirement	20,810.59	77,565.00	-56,754.41	26.8%
5055 · 401(k) Match	2,155.13	6,950.00	-4,794.87	31.0%
5060 · Workmens Compensation	2,320.77	2,400.00	-79.23	96.7%
5080 · Employee Relations	277.63	2,805.00	-2,527.37	9.9%
5090 · Training	1,290.00	9,600.00	-8,310.00	13.4%
5110 · Contracted Service	9,144.45	26,050.00	-16,905.55	35.1%
5140 · Audit	0.00	7,875.00	-7,875.00	0.0%
5170 · Other Professional Services	2,370.00	7,300.00	-4,930.00	32.5%
5180 · Legal	2,475.00	20,500.00	-18,025.00	12.1%
5185 · Research	42,100.00	80,000.00	-37,900.00	52.6%
5190 · Administrative Advertising	2.86	1,000.00	-997.14	0.3%
5500 · Advertising-Printed	169,331.08	1,189,385.00	-1,020,053.92	14.2%
5502 · Advertising - Production Fee	66,860.16	80,000.00	-13,139.84	83.6%
5510 · Advertising - Event Dev & Mktg	2,479.00	73,100.00	-70,621.00	3.4%
5515 · Advertising - Online	552,850.58	2,255,000.00	-1,702,149.42	24.5%
5525 · Community Relations	3,116.92	30,000.00	-26,883.08	10.4%
5530 · Legal Notices	0.00	1,500.00	-1,500.00	0.0%
5560 · Brochures/Production & Printing	0.00	25,000.00	-25,000.00	0.0%
5580 · Promotional Aids	0.00	6,500.00	-6,500.00	0.0%
6100 · Familiarization Tours	29,075.35	90,000.00	-60,924.65	32.3%
6101 · Group sales	0.00	12,000.00	-12,000.00	0.0%
6130 · Uniforms	244.90	920.00	-675.10	26.6%
6150 · Event Grant	41,510.85	396,000.00	-354,489.15	10.5%
6170 · Tourism Summit	900.00	17,500.00	-16,600.00	5.1%
6200 · Postage and Delivery	53,596.28	175,200.00	-121,603.72	30.6%
6300 · Travel	138.60	40,438.00	-40,299.40	0.3%
6305 · Vehicle Maintenance	374.84	3,500.00	-3,125.16	10.7%
6320 · Registrations	-100.00	35,000.00	-35,100.00	-0.3%
6340 · Travel Show Exhibit	0.00	3,500.00	-3,500.00	0.0%
6420 · Dues and Subscriptions	18,715.41	29,270.00	-10,554.59	63.9%
6440 · Insurance	25,684.93	25,685.00	-0.07	100.0%
6460 · Telephone	11,528.50	44,045.00	-32,516.50	26.2%
6500 · Equipment	1,330.97	23,700.00	-22,369.03	5.6%
6510 · Expendable Equipment	117.41	2,700.00	-2,582.59	4.3%
6530 · Technical Support	338.95	8,500.00	-8,161.05	4.0%
6580 · Utilities	4,321.71	18,360.00	-14,038.29	23.5%
6600 · Cleaning/maintenance supplies	374.23	2,550.00	-2,175.77	14.7%
6610 · Building Maintenance	1,671.21	30,460.00	-28,788.79	5.5%
6620 · Equipment Service Contracts	296.40	3,500.00	-3,203.60	8.5%
6640 · Equipment Rent	2,320.42	34,000.00	-31,679.58	6.8%
6660 · Equipment Repairs	0.00	3,550.00	-3,550.00	0.0%
6700 · Office Supplies	3,125.31	21,325.00	-18,199.69	14.7%
6810 · Web Site/Internet	8,770.98	36,300.00	-27,529.02	24.2%
Total Expense	1,512,152.83	6,231,458.00	-4,719,305.17	24.3%
Net Ordinary Income	2,994,982.63	-1,547,092.00	4,542,074.63	-193.6%

October is 33% of the FY Budget

OUTER BANKS VISITORS BUREAU
Statement of Revenues and Expenditures - Actual and Budget
General Fund - YTD thru 10/31/20

	Jul - Oct 20	Budget	\$ Over Budget	% of Budget
Other Income/Expense				
Other Income				
9910 · Transfer from Merchandise Sales				
3100 · Sale of Merchandise				
3110 · Sales - Roanoke Island	234.20			
Total 3100 · Sale of Merchandise	234.20			
Total 9910 · Transfer from Merchandise Sales	234.20			
9920 · Transfer from Travel Guide Fund				
3209 · Sale of Advertising	22,500.00			
Total 9920 · Transfer from Travel Guide Fund	22,500.00			
9990 · Unappropriated Fund Balance	0.00	1,818,122.00	-1,818,122.00	0.0%
Total Other Income	22,734.20	1,818,122.00	-1,795,387.80	1.3%
Other Expense				
9930 · Transfer to Merchandise				
6710 · Merchandise Purchases	-217.40			
6800 · Credit Card Charges	203.87			
Total 9930 · Transfer to Merchandise	-13.53			
9950 · Transfer to Event Site Fund	2,669.00	271,030.00	-268,361.00	1.0%
Total Other Expense	2,655.47	271,030.00	-268,374.53	1.0%
Net Other Income	20,078.73	1,547,092.00	-1,527,013.27	1.3%
Net Income	3,015,061.36	0.00	3,015,061.36	100.0%

Outer Banks Visitors Bureau Special Revenue Fund
Statement of Revenue and Expenditures - Actual and Budget
July through October 2020

	Jul - Oct 20	Budget	\$ Over Budget	% of Budget
Ordinary Income/Expense				
Income				
3030 · Occupancy Tax	1,146,866.08	978,679.00	168,187.08	117.2%
3040 · Meals Tax	344,455.58	540,776.00	-196,320.42	63.7%
3210 · Interest	18,667.37	23,000.00	-4,332.63	81.2%
Total Income	1,509,989.03	1,542,455.00	-32,465.97	97.9%
Expense				
4000 · Long - Term Projects				
4503 · Capital Improvement	0.00	461,170.00	-461,170.00	0.0%
4525 · Event Site	0.00	1,275,718.00	-1,275,718.00	0.0%
4585 · Unappropriated Long-Term	0.00	500,000.00	-500,000.00	0.0%
Total 4000 · Long - Term Projects	0.00	2,236,888.00	-2,236,888.00	0.0%
4100 · Short-Term Projects				
4633 · Dare County-Interpretive Plan	0.00	26,500.00	-26,500.00	0.0%
4637 · Town of NH-W Bypass Path Phase	487,932.00	487,932.00	0.00	100.0%
4646 · Town of KH - KH Park Trail Conn	0.00	47,592.00	-47,592.00	0.0%
4647 · TIG - Chicamacomico Cisterns	0.00	48,000.00	-48,000.00	0.0%
4648 · TIG - DCAC - Courtyard	0.00	90,950.00	-90,950.00	0.0%
4649 · TIG - FNAME - Handicap Access	25,750.00	25,750.00	0.00	100.0%
4650 · TIG - Duck - Pedestrian Path	0.00	147,806.00	-147,806.00	0.0%
4651 · TIG - KDH - Baum Street, Phase2	0.00	55,618.00	-55,618.00	0.0%
4652 · TIG - Manteo - Town Common	0.00	221,885.00	-221,885.00	0.0%
4653 · TIG - SS - S. Dogwood Trail	0.00	260,993.00	-260,993.00	0.0%
4999 · Unappropriated Funds	0.00	622,512.00	-622,512.00	0.0%
5140 · Audit	0.00	2,625.00	-2,625.00	0.0%
5160 · Fireworks	0.00	92,500.00	-92,500.00	0.0%
5170 · Traffic Control - Hwy 12 & 158	0.00	25,000.00	-25,000.00	0.0%
Total 4100 · Short-Term Projects	513,682.00	2,155,663.00	-1,641,981.00	23.8%
Total Expense	513,682.00	4,392,551.00	-3,878,869.00	11.7%
Net Ordinary Income	996,307.03	-2,850,096.00	3,846,403.03	-35.0%
Other Income/Expense				
Other Income				
9930 · Appropriated Fund Balance	0.00	2,850,096.00	-2,850,096.00	0.0%
Total Other Income	0.00	2,850,096.00	-2,850,096.00	0.0%
Net Other Income	0.00	2,850,096.00	-2,850,096.00	0.0%
Net Income	996,307.03	0.00	996,307.03	100.0%

**Outer Banks Visitors Bureau
Restricted Fund Summary
2019-2021**

	Balance 7/1/2019	Allocation 2019-2020	Allocation Paid	Allocation Transferred	Balance 7/1/2020	Allocation 2020-2021	Allocation Paid	Allocation Transferred	Estimated Balance FY20-21
Short-term Projects									
OB Scenic Byway - Interpretive Plan	26,500				26,500				26,500
SS Civic Assoc - Sea Oats Park, Phase II	14,178		(13,400)	(778)	0		0	0	0
Town of Duck - Pedestrian Path, Phase II	309,351		(309,351)	0	0		0	0	0
Town of NH - W. Bypass Multi-Use Phase VIII	487,932				487,932		(487,932)		0
Town of Duck - Pedestrian Path, Phase III	307,289		(296,454)	(10,835)	(0)		0	0	(0)
Town of KH - KH Park Trail Connection	47,592				47,592				47,592
TIG - Chicamacomico - Cisterns	0	48,000			48,000				48,000
TIG - Dare Co Arts Council - Courtyard	0	90,950			90,950				90,950
TIG - Frisco Native American - Handicapp Access	0	25,750			25,750		(25,750)		0
TIG - Town of Duck - Pedestrian Path, Phase IV	0	147,806			147,806				147,806
TIG - Town of KDH - Baum Street, Phase II	0	55,618			55,618				55,618
TIG - Town of Manteo - Manteo Common	0	221,885			221,885				221,885
TIG - Town of SS - S. Dogwood Trail	0	260,993	(260,993)		0		0		0
Fireworks	50,000		(50,000)	55,000	55,000	0	0	37,500	92,500
Audit	0		(2,500)	2,500	0		0	2,625	2,625
Unappropriated Funds	490,060	(255,391)		(45,887)	188,782	620,409		(40,125)	769,066
TOTAL SHORT TERM COMMITMENTS	1,732,901	595,611	(932,698)	0	1,395,815	620,409	(513,682)	0	1,502,542
Long Term Projects									
Multi-Use Center (100%)	2,192,370	1,265,646	(3,194,971)	0	263,044	1,404,017	0	0	1,667,062
Natural Historical Cultural	176,370	0	(30,000)	(146,370)	0	0	0	0	0
Green Space/Open Space (GOSPL)	0	0	0	0	0	0	0	0	0
Infrastructure (capped)	461,170		0	0	461,170		0	0	461,170
L-T Unappropriated Funds	350,000	3,630		146,370	500,000	0		0	500,000
TOTAL LONG TERM COMMITMENTS UNPAID	3,179,910	1,269,276	(3,224,971)	0	1,224,214	1,404,017	0	0	2,628,232
Total	4,912,811	1,864,887	(4,157,669)	0	2,620,029	2,024,427	(513,682)	0	4,130,774
Cash on Hand 10/31/20									
								Checking	419,013
Total Cash on Hand								Savings	3,269,653
									3,688,666
25% of Occupancy & Meals Income per Budget									
November									99,475
December									51,325
January									33,525
February									33,798
March									30,064
April									46,231
May									89,784
June									130,216
									514,418
Unappropriated Balances									
									72,310
Transfer from General Fund									
30% Short-term						2,005,739	*		
Short-term Interest						601,722			
						18,687			
						620,409			
70% Long-term								1,404,017	
Long-term Interest								0	
									1,404,017 *

*Estimate Based on Actual through October and Budgeted Figures

Agrees to Financial Statements

Dare County Tourism Board - Event Site Fund
Statement of Revenue and Expenditures - Actual and Budget
July through October 2020

	Jul - Oct 20	Budget	\$ Over Budget	% of Budget
Ordinary Income/Expense				
Income				
3200 · Site Rental Income				
3205 · Reservation fee	200.00	1,200.00	-1,000.00	16.7%
3200 · Site Rental Income - Other	0.00	11,300.00	-11,300.00	0.0%
Total 3200 · Site Rental Income	200.00	12,500.00	-12,300.00	1.6%
3210 · Interest Income	85.19	150.00	-64.81	56.8%
3250 · Lease Income	17,576.00	45,600.00	-28,024.00	38.5%
9999 · Unappropriated Funds	0.00	20,000.00	-20,000.00	0.0%
Total Income	17,861.19	78,250.00	-60,388.81	22.8%
Expense				
5160 · Event Development & Marketing	0.00	50,000.00	-50,000.00	0.0%
5170 · Other Professional Services	0.00	40,000.00	-40,000.00	0.0%
6440 · Insurance	7,200.00	7,200.00	0.00	100.0%
6580 · Utilities	8,496.22	63,975.00	-55,478.78	13.3%
6610 · Repairs & Maintenance	50,764.45	168,035.00	-117,270.55	30.2%
6700 · Office Supplies	0.00	270.00	-270.00	0.0%
9990 · Unappropriated Other Expenses	0.00	20,000.00	-20,000.00	0.0%
Total Expense	66,460.67	349,480.00	-283,019.33	19.0%
Net Ordinary Income	-48,599.48	-271,230.00	222,630.52	17.9%
Other Income/Expense				
Other Income				
3220 · Other Income	0.00	200.00	-200.00	0.0%
9910 · Transfer from General Fund	0.00	271,030.00	-271,030.00	0.0%
Total Other Income	0.00	271,230.00	-271,230.00	0.0%
Net Other Income	0.00	271,230.00	-271,230.00	0.0%
Net Income	-48,599.48	0.00	-48,599.48	100.0%

DARE COUNTY TOURISM BOARD

31-Oct-20

TYPE OF ACCOUNT <u>BANK</u>	<u>CHECKING</u> <u>SOUTHERN</u>	<u>NC CAPITAL</u> <u>MGMT TRUST</u>	<u>M MARKET</u> <u>PNC</u>	<u>M MARKET</u> <u>SOUTHERN</u>	<u>CD'S</u> <u>SOUTHERN</u>	<u>CD'S</u> <u>FIRST BANK</u>	<u>CD's</u> <u>TOWNE BANK</u>	<u>CD's</u> <u>FIRST NATIONAL</u>	<u>TOTAL</u>
GENERAL FUND	566,881	4,778,822	556,235	1,004,780	0	1,000,000	1,000,000	1,024,495	9,931,213
RESTRICTED FUND	419,013	1,751,386			250,000	765,169	503,099	0	3,688,666
TRAVEL GUIDE	36,817								36,817
MERCHANDISE SALES	150,632								150,632
EVENT SITE FUND	112,632								112,632
TOTAL	1,285,975	6,530,207	556,235	1,004,780	250,000	1,765,169	1,503,099	1,024,495	13,919,960
TOTAL % EACH BANK	18.25%	46.91%	4.00%			12.68%	10.80%	7.36%	100.00%
INTEREST RATES	0.25%	0.07%	0.05%	0.25%	0%	2% on 2	0.81%	1.5% on 2	
TOTAL CHECKING & CD'S	13,919,960								
60% ALLOWED IN ANY BANK	8,351,976								
25% ALLOWED IN ANY ONE INV	3,479,990								

60% General Fund Reserved Balance is \$4,214,445.

100% Restricted Fund Balance Restricted by House Bill 225 \$3,688,666

Marketing Dashboard

thru October 2020

	<u>FY 20/21</u>	<u>FY 19/20</u>	<u>Diff.</u>	<u>% Change</u>
Trackable Guide (Print - Virtual)	11,312	20,761	-9,449	-46%
Completed Video Views	3,706,652	9,819,052	-6,112,400	-62%
Total Visits to Website	1,172,314	857,594	314,720	37%
Online Communities				
Email Subscribers	267,758	215,636	52,122	24%
Facebook	718,452	713,024	5,428	1%
Twitter	41,200	38,000	3,200	8%
Instagram	106,000	83,100	22,900	28%
Pinterest	<u>20,793</u>	<u>20,000</u>	<u>793</u>	<u>4%</u>
Online Communities Subtotal	1,154,203	1,069,760	84,443	8%

Devices October 2020

Mobile	61%
Desktop	34%
Tablet	5%

COVID-19 Entry Restrictions: March 17-May 16, 2020.

Dashboard Overview

Overview

FY20-21 Fall paid media efforts were set to conclude in October and the campaign nearly delivered in full. Conversion performance improved in the final month of the campaign for OTA, Native and Display tactics. Audience driven emails targeting users planning a trip or ready to book a trip continued through October. Majority of the FY20-21 Fall campaign tactics exceeded or maintained historical benchmarks.

Overall, outerbanks.org continues to show positive growth from direct sources, paid media and organic search.

Highlights for October:

- Recorded 170K site sessions - October sessions are up 33% YOY while total fiscal year sessions are up 34%.
- October Display site sessions increased 100% YOY as the Fall plan was more heavily weighted in October this year.
- Achieved 22.5K total conversions - October eNews Sign Up conversions increased 195% YOY with gains from almost all sources YOY (Social drove the largest volume of conversions)
- Delivered 227K emails to promote fall travel - CTR maintained MOM, and Offers and Packages was top link in October.
- SEM drove 23K site sessions in October - Google drove above average CTR performance.
- Programmatic Native delivered a strong CTR (0.19%) throughout the Fall campaign and exceeded FY19-20 Spring/Summer Native benchmarks.
- Programmatic Display and Native conversions increased MOM (+187%), resulting in a more efficient conversion rate and cost per conversion.
- Connected TV delivered a 98% completion rate throughout the campaign.

Completed Optimizations

Concluded the FY20-21 Fall Campaign.

Optimized HYTD tactics toward the strongest performing placements for final month of campaign.

HYTD, TripAdvisor and Expedia nearly delivered in full through October - placements extended into November to deliver in full.

Extended the VRBO placements through November and December based on strong performance throughout FY20-21 Fall campaign - consideration for continuity contract in future years.

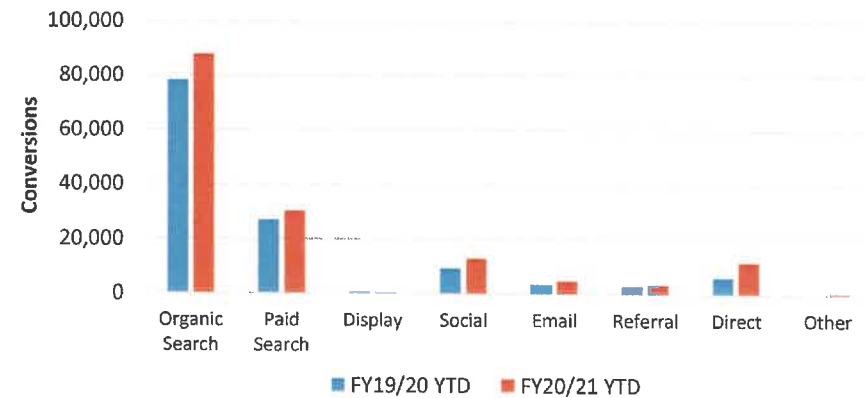
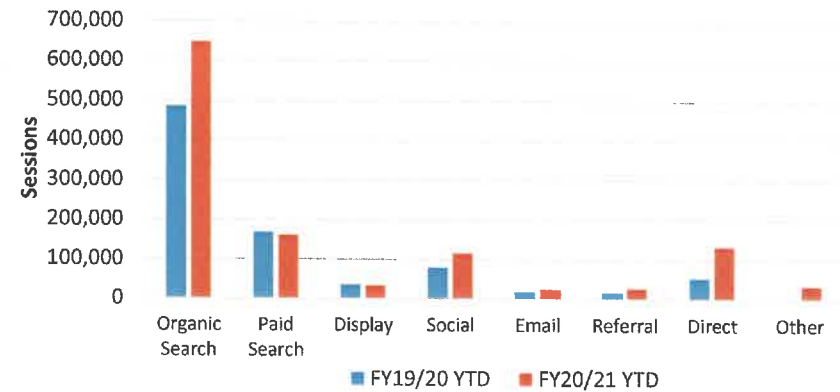
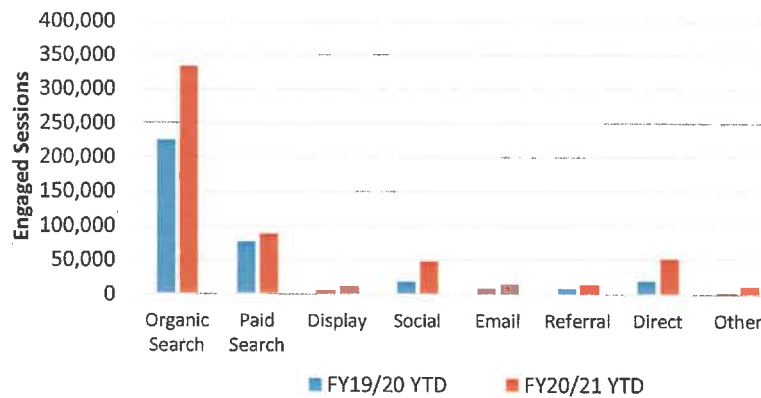
Action Steps

Topic	Commentary
Fall Campaign	Continue to track extended line items into November and December.
SEM	Continue to monitor click and conversion progress into the off season.
Email	Continue to send audience-specific content for increased engagement.

Website Overview

	Oct-20	YOY	FYTD	YOY
Sessions	170,550	33%	1,145,314	34%
Engaged Sessions	75,502	52%	556,678	54%
Any Conversion*	22,538	27%	152,577	20%
eNews Sign Up Conversions	2,203	195%	10,639	108%
Travel Guide Conversions	1,797	-3%	10,684	-17%
Listing Referral Conversions	18,944	22%	134,535	20%

*All conversions are "1-per-session."

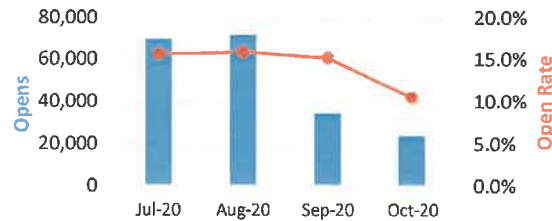


Client: Outer Banks Visitors Bureau
Report Time Period: October 2020

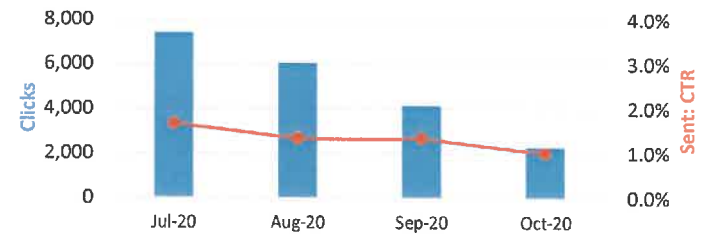


Email Marketing Campaign Overview

Opens and Open Rate by Month



Clicks and Click Rate by Month



Total Campaign Performance by Month

Month	Sent	Deliveries	Opens	Open Rate	Clicks	Sent: CTR	Open: CTR	Bounces	Unsubscribes	Spam
Jul-20	447,579	446,494	69,855	15.6%	7,437	1.7%	10.6%	545	982	49
Aug-20	461,870	451,484	71,737	15.9%	6,073	1.3%	8.5%	402	1,052	41
Sep-20	226,445	226,151	34,378	15.2%	4,149	1.3%	8.5%	294	510	16
Oct-20	227,105	226,806	23,919	10.5%	2,296	1.0%	9.6%	299	405	21
GRAND TOTAL	1,362,999	1,350,935	199,889	14.7%	19,955	1.5%	10.0%	10,093	9,222	901

Top 10 Links Clicked - Current Month*

Link	Clicks*	Open: CTR
/plan-your-trip/offers-and-packages	1,011	2.9%
/places-to-stay	412	1.2%
/events/holiday-events/thanksgiving	253	0.7%
/things-to-do	201	0.6%
/restaurants	174	0.5%
/event/hangin-with-santa-kites-with-lites	134	0.4%
/outerbanks.org	119	0.3%
/event/obx-veterans-week	93	0.3%
/plan-your-trip/travel-guide	53	0.2%
GRAND TOTAL	2,450	1.6%

* link clicks include forwarded email clicks

Email Performance - Current Month

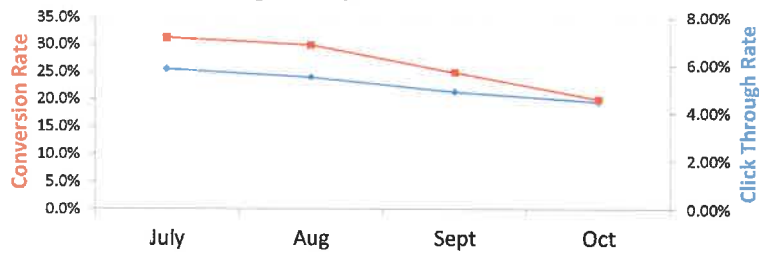
Subject Line	Sent	Deliveries	Opens	Open Rate	Clicks	Sent: CTR	Open: CTR	Bounces	Unsubscribes	Spam
Find your reason for an OBX fall getaway	227,105	226,806	23,919	10.5%	2,296	1.0%	9.6%	299	405	21
GRAND TOTAL	227,105	226,806	23,919	10.5%	2,296	1.0%	9.6%	299	405	21

Client: Outer Banks Visitors Bureau
Report Time Period: October 2020

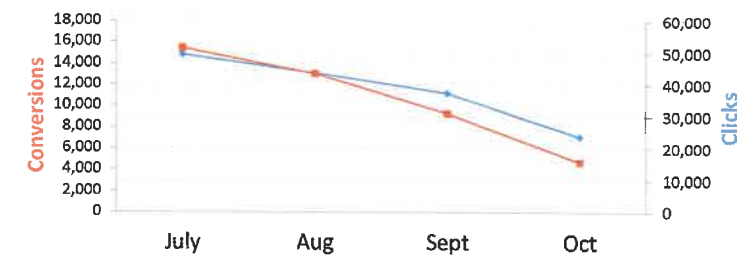


SEM Campaign Overview

Conversion and Click Through Rates by Month



Conversion and Click Volume by Month



Total Campaign Performance by Month

Month	Spend	Clicks	Impressions	CTR	Avg. CPC	Conv.	Cost Per Conv.	Conv. Rate
July	\$34,937	49,457	845,880	5.8%	\$0.71	15,443	\$2.26	31.2%
Aug	\$34,912	43,662	795,175	5.5%	\$0.80	13,052	\$2.67	29.9%
Sept	\$36,692	37,310	766,530	4.9%	\$0.98	9,307	\$3.94	24.9%
Oct	\$24,455	23,698	531,772	4.5%	\$1.03	4,732	\$5.17	20.0%
GRAND TOTAL	\$184,878	234,693	4,299,338	5.5%	\$0.79	65,872	\$2.81	28.1%

Total Campaign Performance by Platform

Platform	Spend	Clicks	Impressions	CTR	Avg. CPC	Conv.	Cost Per Conv.	Conv. Rate
Google	\$14,581	14,125	183,954	7.7%	\$1.03	2,839	\$5.14	20.1%
Bing	\$9,874	9,573	347,818	2.8%	\$1.03	1,893	\$5.22	19.8%
GRAND TOTAL	\$24,455	23,698	531,772	4.5%	\$1.03	4,732	\$5.17	20.0%

Client: Outer Banks Visitors Bureau
Report Time Period: October 2020



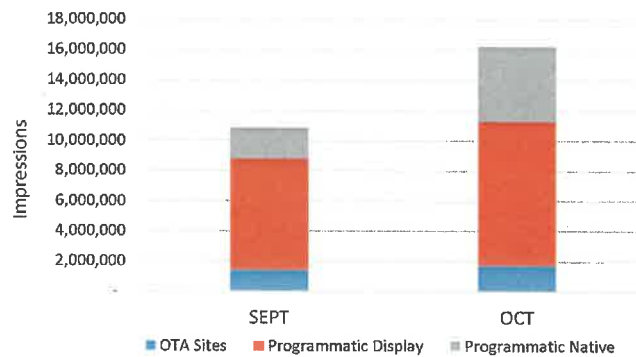
Display Overview

Campaign Overview: FY20-21 Fall Display Details by Tactic

Platform	Authorized Budget	Spend To Date	Impressions	Clicks	CTR	Avg. CPC	Conv.	Cost / Conv.	Conv. Rate	Bounce Rate	Pages/ Session	Avg. Session Duration
OTA Sites	\$64,000	\$60,000	3,103,030	3,560	0.11%	\$16.85	300	\$200	0.010%	75%	1.67	1:19
Programmatic Banners	\$185,000	\$127,349	16,964,512	12,851	0.08%	\$9.91	601	\$212	0.004%	54%	2.09	0:18
Programmatic Native		\$42,622	6,988,246	13,484	0.19%	\$3.16	276	\$154	0.004%	89%	1.23	0:25
FY20.21 Fall Total YTD	\$249,000	\$229,971	27,055,788	29,895	0.11%	\$7.69	1,177	\$195	0.004%	54%	2.11	2:04

Total Impression Volume by Month by Tactic

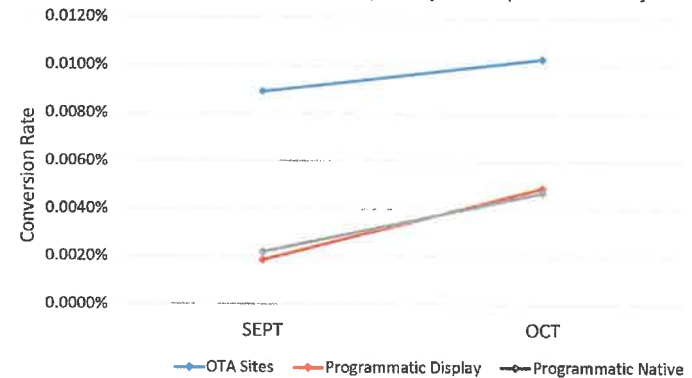
Notes: 16.2MM impressions delivered in October.



Note: OTA line will continue as VRBO placement was extended through November and December.

Conversion Rate by Month by Tactic

Notes: Conversion rate performance improved from the previous month for all tactics.



Client: Outer Banks Visitors Bureau



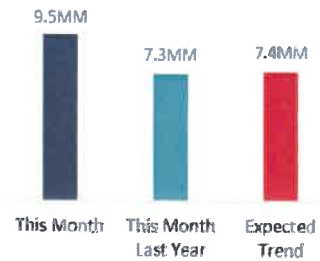
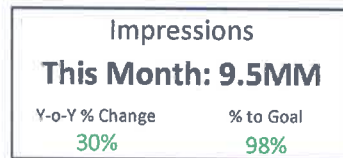
Past Campaign Benchmarks

Campaign Overview: Past Campaign Benchmarks

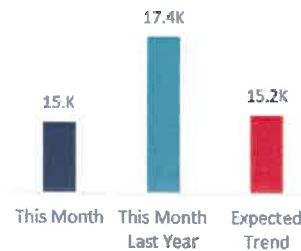
Campaign/Metric	CTV/OTT	Programmatic Video	Programmatic Audio	Native	Native Retargeting	Programmatic Banners - Multi-Unit	Programmatic Banners - Retargeting	OTA	SEM
Click Through Rate									
FY19-20 Fall	-	-	-	-	0.25%	0.09%	0.14%	0.10%	4.70%
FY19-20 Fall (Hurricane Dorian Recovery)	-	-	-	0.20%	-	-	-	-	-
FY19-20 Spring-Summer	-	-	-	0.11%	0.18%	0.07%	0.08%	0.17%	5.73%
Conversion Rate									
FY19-20 Fall	-	-	-	-	0.005%	0.001%	0.004%	0.012%	1.143%
FY19-20 Fall (Hurricane Dorian Recovery)	-	-	-	0.001%	-	-	-	-	-
FY19-20 Spring-Summer	-	-	-	0.007%	0.074%	0.008%	0.041%	0.048%	1.840%
Video/Audio Completion Rate									
FY19-20 Fall	92%	76%	-	-	-	-	-	-	-
FY19-20 Spring-Summer	98%	78%	96%	-	-	-	-	-	-
Cost Per Completed View									
FY19-20 Fall	\$0.03	\$0.01	-	-	-	-	-	-	-
FY19-20 Spring-Summer	\$0.03	\$0.04	\$0.02	-	-	-	-	-	-

Executive Summary

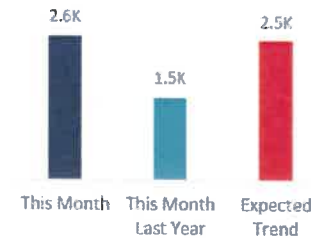
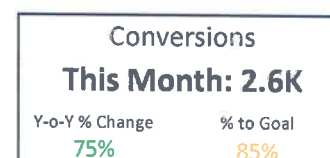
CONNECT



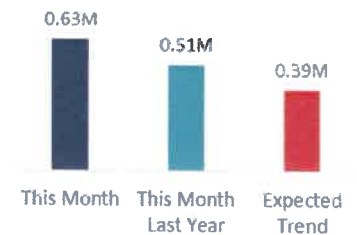
CULTIVATE



CONVERT



CARE



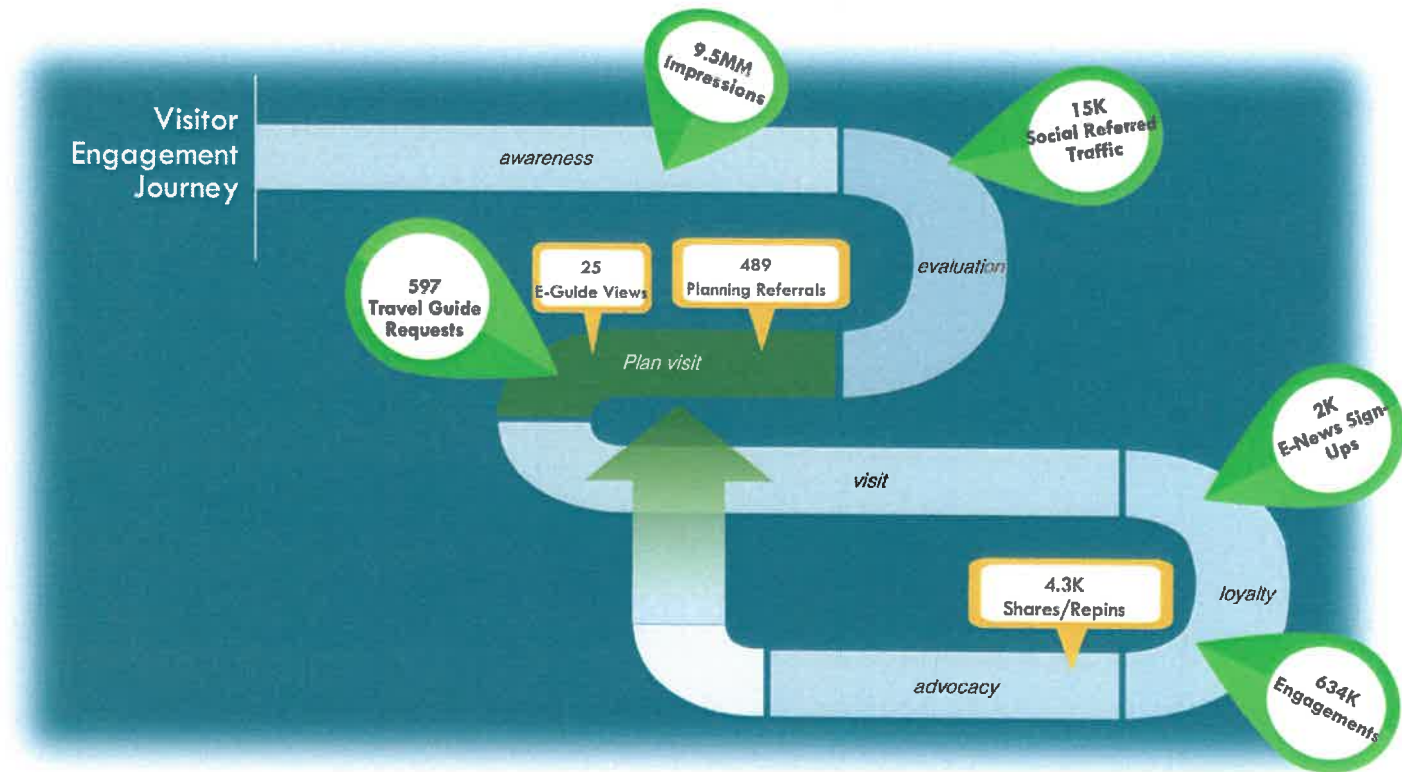
Monthly Highlights:

- With the exception of traffic, which is cumulatively trending 36% above goal, all KPIs experienced y-o-y increases this month.
- The fall focus on "where to stay" for a getaway or change of work-from-home scenery resulted in a 264% increase in lodging referrals over October 2019.

Recommendations/Next Steps:

- Continue to push e-learning/working from home in upcoming posts as well as reasons why and content pushing to supporting blog content.
- Convert horizontal/landscape photos into multi-photo Instagram gallery posts for added engagement opportunities.

Visitor Journey



Visitation Figures at Key Sites

2016-2020

Aquarium	<u>2016</u>	<u>2017</u>	<u>2018</u>	<u>2019</u>	<u>2020</u>
January	1,286	7,701	6,211	5,449	6,630
February	24	5,726	5,503	6,341	7,174
March	34	14,187	16,156	14,677	closed
April	0	29,604	27,082	30,661	closed / C19
May	311	31,766	30,798	28,105	closed / C19
June	25,856	49,553	51,932	47,393	closed / C19
July	49,454	53,524	64,701	54,351	closed / C19
August	50,082	49,581	50,009	52,192	closed / C19
September	30,015	29,501	19,469	19,788	14,619
October	12,630	16,456	15,057	16,088	15,465
November	9,401	10,286	9,824	9,110	
December	7,785	8,491	6,612	6,708	
<i>YTD</i>	<i>169,692</i>	<i>287,599</i>	<i>286,918</i>	<i>275,045</i>	<i>43,888</i>
TOTAL	186,878	306,376	303,354	290,863	43,888

Bodie Island Lighthouse Climbers	<u>2016</u>	<u>2017</u>	<u>2018</u>	<u>2019</u>	<u>2020</u>
January	closed	closed	closed	closed	closed
February	closed	closed	closed	closed	closed
March	closed	closed	closed	closed	closed
April	1,638	1,133	1,617	2,035	closed / C19
May	3,555	4,570	2,959	5,009	closed / C19
June	3,579	5,287	5,006	5,355	closed / C19
July	2,540	5,009	5,428	4,458	closed / C19
August	2,910	5,025	5,390	5,201	closed / C19
September	4,719	4,454	3,464	3,644	closed / C19
October	930	1,326	1,251	2,264	closed / C19
November	closed	closed	closed	closed	closed
December	closed	closed	closed	closed	closed
<i>YTD</i>	<i>8,772</i>	<i>10,990</i>	<i>9,582</i>	<i>12,399</i>	<i>0</i>
TOTAL	19,871	26,804	25,115	27,966	0

Cape Hatteras N.S.	<u>2016</u>	<u>2017</u>	<u>2018</u>	<u>2019</u>	<u>2020</u>
January	56,772	60,060	60,934	72,767	81,816
February	65,176	56,203	76,818	72,796	76,105
March	127,642	121,172	179,199	135,597	109,749
April	143,142	196,460	175,377	205,590	66,422
May	230,909	218,542	248,423	263,356	208,837
June	350,934	359,142	389,722	384,260	399,364
July	424,234	390,609	405,038	438,846	451,849
August	373,493	335,902	387,698	398,662	387,379
September	295,304	277,372	250,105	243,139	345,249
October	153,221	199,300	201,269	188,710	259,618
November	130,408	140,625	135,634	122,516	
December	60,386	78,316	80,171	81,393	
<i>YTD</i>	<i>2,220,827</i>	<i>2,214,762</i>	<i>2,374,583</i>	<i>2,403,723</i>	<i>2,386,388</i>
TOTAL	2,411,621	2,433,703	2,590,388	2,607,632	2,386,388

Visitation Figures at Key Sites

2016-2020

Cape Hatteras Lighthouse Climbers	<u>2016</u>	<u>2017</u>	<u>2018</u>	<u>2019</u>	<u>2020</u>
January	closed	closed	closed	closed	closed
February	closed	closed	closed	closed	closed
March	closed	closed	closed	closed	closed
April	4,764	4,416	5,249	7,052	closed / C19
May	14,140	13,896	13,233	14,215	closed / C19
June	21,454	22,064	22,133	21,203	closed / C19
July	24,645	22,858	21,294	24,552	closed / C19
August	23,188	16,903	22,901	20,615	closed / C19
September	13,086	10,194	8,435	7,218	closed / C19
October	1,754	3,740	2,887	3,838	closed / C19
November	closed	closed	closed	closed	closed
December	closed	closed	closed	133	closed
<i>YTD</i>	<i>40,358</i>	<i>40,376</i>	<i>40,615</i>	<i>42,470</i>	<i>0</i>
TOTAL	103,031	94,071	96,132	98,826	0

Cape Hatteras VC	<u>2016</u>	<u>2017</u>	<u>2018</u>	<u>2019</u>	<u>2020</u>
January	6,896	8,254	6,977	8,529	8,402
February	2,660	10,395	9,563	7,995	9,509
March	27,675	17,137	16,975	18,233	9,325
April	33,399	42,954	36,966	42,730	closed / C19
May	49,988	50,134	48,438	49,270	closed / C20
June	60,658	64,638	61,704	60,647	48,033
July	73,680	76,737	59,481	68,815	3,183
August	69,212	58,015	55,458	57,358	57,358
September	54,497	48,727	32,289	33,507	2,727
October	29,052	38,578	35,359	39,936	2,179
November	21,805	21,090	17,890	16,802	
December	10,505	10,155	6,612	7,427	
<i>YTD</i>	<i>407,717</i>	<i>415,569</i>	<i>363,210</i>	<i>387,020</i>	<i>140,716</i>
TOTAL	440,027	446,814	387,712	411,249	140,716

Fort Raleigh	<u>2016</u>	<u>2017</u>	<u>2018</u>	<u>2019</u>	<u>2020</u>
January	5,921	5,891	3,743	5,230	5,565
February	5,211	4,428	5,972	5,324	5,948
March	14,458	7,517	11,579	9,369	6,550
April	17,182	14,336	15,943	17,688	5,933
May	34,771	35,539	37,807	31,409	6,544
June	63,592	52,355	49,057	48,014	17,432
July	55,298	55,858	48,039	43,000	24,681
August	43,306	41,092	42,799	37,729	20,427
September	21,074	23,778	14,071	18,817	19,826
October	17,562	17,949	18,260	15,208	19,779
November	8,902	9,950	9,044	9,860	
December	5,090	6,288	4,685	6,491	
<i>YTD</i>	<i>278,375</i>	<i>258,743</i>	<i>247,270</i>	<i>231,788</i>	<i>132,685</i>
TOTAL	292,367	274,981	260,999	248,139	132,685

Visitation Figures at Key Sites

2016-2020

Hatteras Ferry-Vec.	<u>2016</u>	<u>2017</u>	<u>2018</u>	<u>2019</u>	<u>2020</u>
January	6,394	5,955	4,127	6,080	7,223
February	5,293	6,594	6,260	5,873	6,643
March	14,152	10,239	8,989	9,895	6,844
April	16,996	22,138	19,012	20,157	3,107
May	27,491	29,308	28,631	29,121	10,954
June	33,845	28,582	34,490	32,773	26,046
July	41,130	36,312	36,433	37,277	31,315
August	38,276	28,810	35,337	33,009	25,138
September	29,018	23,214	12,471	normal	23,255
October	11,835	23,210	20,723	operations	24,150
November	11,532	12,565	10,445	suspended	
December	6,377	7,175	7,523	6,377	
<i>YTD</i>	<i>224,430</i>	<i>214,362</i>	<i>206,473</i>	<i>174,185</i>	<i>164,675</i>
TOTAL	242,339	234,102	224,441	180,562	164,675

Hatteras Ferry-Passn.	<u>2016</u>	<u>2017</u>	<u>2018</u>	<u>2019</u>	<u>2020</u>
January	11,837	10,750	7,179	10,908	12,123
February	9,156	11,728	10,838	9,864	10,862
March	31,116	20,658	18,149	19,534	11,238
April	41,300	55,059	42,282	46,601	3,901
May	66,457	69,727	67,773	69,880	22,164
June	95,601	77,462	91,798	89,989	64,847
July	116,941	105,323	84,989	102,724	78,949
August	108,077	78,272	65,045	89,544	62,060
September	73,262	57,271	29,756	normal	54,567
October	24,781	50,449	46,085	operations	53,815
November	23,765	26,228	20,695	suspended	
December	10,972	13,748	12,173	10,972	
<i>YTD</i>	<i>578,528</i>	<i>536,699</i>	<i>463,894</i>	<i>439,044</i>	<i>374,526</i>
TOTAL	613,265	576,675	496,762	450,016	374,526

PASSENGER FERRY				<u>2019</u>	<u>2020</u>
May				2,487	closed / C19
June	Passenger Ferry Service			8,474	closed / C19
July	began May 20, 2019			10,023	3,865
August				6,738	2,517
September				377	977
<i>YTD</i>				28,099	7,359
TOTAL				28,099	7,359

Visitation Figures at Key Sites

2016-2020

Jennette's Pier	<u>2016</u>	<u>2017</u>	<u>2018</u>	<u>2019</u>	<u>2020</u>
January	2,598	1,967	1,580	2,841	2,347
February	2,035	3,414	3,013	2,034	2,665
March	9,614	5,157	6,922	6,836	2,057
April	12,366	17,963	13,995	18,388	closed / C19
May	18,747	18,822	18,836	21,904	closed / C19
June	29,919	28,433	29,537	28,646	17,971
July	35,348	31,450	31,231	30,264	24,395
August	32,330	28,395	28,879	27,835	20,186
September	20,376	20,620	16,193	17,084	19,481
October	13,058	14,583	13,490	13,924	14,695
November	6,564	6,203	5,311	6,107	
December	2,788	2,322	3,036	3,049	
<i>YTD</i>	<i>176,391</i>	<i>170,804</i>	<i>163,676</i>	<i>169,756</i>	<i>103,797</i>
TOTAL	185,743	179,329	172,023	178,912	103,797

Jockey's Ridge	<u>2016</u>	<u>2017</u>	<u>2018</u>	<u>2019</u>	<u>2020</u>
January	31,917	26,570	25,715	43,643	46,599
February	26,555	41,357	45,675	41,002	41,353
March	112,436	65,276	97,124	91,709	77,429
April	107,877	150,576	160,319	185,915	36,610
May	132,708	131,816	173,037	207,310	14,208
June	200,791	207,263	237,981	278,919	310,144
July	211,200	294,779	259,985	301,325	370,796
August	211,538	251,802	199,731	261,821	286,440
September	123,630	170,669	116,082	116,675	246,985
October	59,072	105,023	85,864	106,212	181,676
November	58,643	77,242	52,261	64,446	
December	37,146	37,881	37,334	51,261	
<i>YTD</i>	<i>1,217,724</i>	<i>1,445,131</i>	<i>1,401,513</i>	<i>1,634,531</i>	<i>1,612,240</i>
TOTAL	1,313,513	1,560,254	1,491,108	1,750,238	1,612,240

R.I. Festival Park	<u>2016</u>	<u>2017</u>	<u>2018</u>	<u>2019</u>	<u>2020</u>
January	closed	closed	closed	closed	closed
February	closed	closed	closed	291	1751
March	7,076	5,840	7,259	5,613	n/a
April	9,627	10,389	11,169	11,462	closed / C19
May	10,829	10,051	10,878	12,575	closed / C19
June	14,742	13,497	14,906	11,385	4,141
July	14,770	12,957	13,808	15,399	6,256
August	11,225	11,028	10,594	9,217	4,753
September	16,211	6,793	4,382	4,728	5,067
October	4,339	14,668	11,752	6,910	5,431
November	3,103	3,152	2,539	3,642	
December	4,791	3,749	2,182	2,056	
<i>YTD</i>	<i>88,819</i>	<i>85,223</i>	<i>84,748</i>	<i>77,580</i>	<i>27,399</i>
TOTAL	96,713	92,124	89,469	83,278	27,399

Wright Bros. N.M.	<u>2016</u>	<u>2017</u>	<u>2018</u>	<u>2019</u>	<u>2020</u>
January	8,479	8,440	4,123	1,277	8,213
February	7,366	10,246	8,100	7,318	9,054
March	31,778	19,586	21,600	22,091	9,953
April	37,614	44,419	35,919	44,568	1,183
May	50,689	45,991	43,123	48,488	12,909
June	63,387	56,891	53,965	57,921	34,545
July	77,123	69,566	62,346	68,666	44,768
August	75,725	64,161	57,973	63,836	42,229
September	44,319	34,135	24,829	27,828	42,019
October	31,283	31,855	27,771	30,051	38,649
November	18,943	17,585	16,587	16,697	
December	10,924	10,512	3,797	11,394	
<i>YTD</i>	<i>427,763</i>	<i>385,290</i>	<i>339,749</i>	<i>372,044</i>	<i>243,522</i>
TOTAL	457,630	413,387	360,133	400,135	243,522

Motorcoach Figures

Wright Bros. N.M.	<u>2016</u>	<u>2017</u>	<u>2018</u>	<u>2019</u>	<u>2020</u>
January	4	0	1	0	1
February	7	0	1	4	1
March	43	21	39	37	6
April	94	64	66	107	closed / C19
May	114	74	74	96	0
June	16	19	10	18	0
July	10	6	10	6	0
August	20	7	7	15	2
September	32	15	8	13	0
October	26	15	8	26	2
November	4	6	5	4	
December	11	2	0	0	
<i>YTD</i>	<i>366</i>	<i>221</i>	<i>224</i>	<i>322</i>	<i>12</i>
TOTAL	381	229	229	326	12

Visitation Figures at Key Sites

2016-2020

Aycock Brown	<u>2016</u>	<u>2017</u>	<u>2018</u>	<u>2019</u>	<u>2020</u>
January	979	821	531	693	834
February	1,006	1,318	998	825	851
March	3,324	1,994	2,167	1,785	n/a
April	3,925	4,923	3,489	3,447	closed / C19
May	5,527	4,992	4,276	4,532	537
June	7,358	6,153	6,567	6,049	4,127
July	8,971	7,137	6,857	6,051	3,604
August	7,628	5,915	6,156	6,161	4,357
September	6,040	4,597	3,002	3,479	4,824
October	3,149	3,933	2,946	3,015	4,023
November	1,909	1,822	1,211	1,506	
December	1,001	707	748	824	
<i>YTD</i>	<i>47,907</i>	<i>41,783</i>	<i>36,989</i>	<i>36,037</i>	<i>23,157</i>
TOTAL	50,817	44,312	38,948	38,367	23,157

Sarah Owens	<u>2016</u>	<u>2017</u>	<u>2018</u>	<u>2019</u>	<u>2020</u>
January	745	569	330	607	592
February	706	831	697	696	698
March	2,198	1,483	1,431	1,661	581
April	2,469	2,965	2,289	2,737	closed / C19
May	3,276	3,121	2,911	3,260	507
June	4,225	3,866	3,673	3,919	1,562
July	4,810	4,398	3,903	3,749	1,554
August	3,411	2,900	2,493	2,942	1,051
September	2,978	2,610	2,066	1,794	1,657
October	1,688	2,126	1,711	2,123	1,909
November	1,162	982	958	1,072	
December	779	669	650	504	
<i>YTD</i>	<i>26,506</i>	<i>24,869</i>	<i>21,504</i>	<i>23,488</i>	<i>10,111</i>
TOTAL	28,447	26,520	23,112	25,064	10,111

Hatteras Island	<u>2016</u>	<u>2017</u>	<u>2018</u>	<u>2019</u>	<u>2020</u>
January	closed	closed	closed	closed	closed
February	closed	closed	closed	closed	closed
March	242	188	209	207	82
April	331	406	382	411	closed / C19
May	515	563	520	596	16
June	510	605	579	504	88
July	560	528	593	548	139
August	508	405	553	632	73
September	464	389	267	261	113
October	241	434	350	346	180
November	172	160	149	130	
December	105	closed	closed	closed	closed
<i>YTD</i>	<i>3,371</i>	<i>3,518</i>	<i>3,453</i>	<i>3,505</i>	<i>691</i>
TOTAL	3,648	3,678	3,602	3,635	691

Visitation Figures at Key Sites

2016-2020

Whalebone W.C.	2016	2017	2018	2019	2020
January	closed	closed	closed	closed	closed
February	closed	closed	closed	closed	closed
March	788	594	649	656	251
April	1,114	1,341	1,019	1,058	closed / C19
May	1,397	1,119	1,176	1,095	189
June	1,524	1,382	1,368	1,264	629
July	1,579	1,387	1,315	1,635	710
August	1,415	1,296	1,284	1,293	676
September	1,352	1,033	721	749	1,025
October	821	1,240	894	937	983
November	692	715	561	329	
December	439	411	0	390	
<i>YTD</i>	9,990	9,392	8,426	8,687	4,463
TOTAL	11,121	10,518	8,987	9,406	4,463

Cape Hatteras Lighthouse Visitor Center has limited occupancy and no lighthouse climbs.

ORV and fishing permits are now handled online and else where, further reducing the count.

C19=COVID 19

Hatteras Island & Whalebone Welcome Centers closed Aug 2-4, 2020 for Hurricane Isaias

Roanoke Island Festival Park opened outdoor exhibits only June 2, 2020.

Jennette's Pier re-opened June 8, 2020

The Visitor Center at Cape Hatteras Lighthouse opened June 12 & at Bodie Island June 25

As of June, Visitors Centers at Fort Raleigh and Wright Brothers National Memorial remain closed

Aycock Brown Welcome Center closed March 17th and re-opened May 30, 2020

Hatteras Welcome Center closed March 15th and re-opened May 23, 2020

Sarah Owens Welcome Center closed March 17th and re-opened May 16th

Whalebone Welcome Center closed March 17th and re-opened May 23, 2020

2020 Season of The Lost Colony cancelled

Visitor access to Dare County prohibited March 17 -May 16, 2020

Cape Hatteras Lighthouse hosts a December climb.

Whalebone Junction WC closed for 4 days in Oct and 10 in Nov while road was resurfaced.

Hatteras-Ocracoke Ferry normal operations suspended September 5-December 2, 2019

Hurricane Dorian, 2019 September 3 (evacuations) to 12 (all areas open)

Government Shutdown 12/22/17-18

Hurricane Florence/Evacuation, September 11-16, 2018

Jennette's Pier closed for a week in January 2018 due to weather

Virginia Dare Bridge repair work in Oct/Nov 17

Bluegrass Festival held in Oct 17 at RIFP

Tropical Storm Maria, September 2017

Hatteras Island Power Outage July 27-August 4

Renovations at WBNM began in Fall 2016.

Relay for Life and Beach Music Festival at RIFP May 2016.

Fort Raleigh Traffic Counter Malfunction in Nov 16.

Hurricane Matthew hit NC October 8/9, 2016

Hurricane Hermine, September 2016.

In 2016, Bodie Island Lighthouse limited the number of climbers.

Hatteras-Ocracoke Ferry using longer ferry route.

NPS stats show recreational visits instead of total visits.

NC Aquarium on Roanoke Island closed January 4, 2016-mid-May. for renovations. Counting visits to STAR Center.

Welcome Center counts reflects number of people who were inside center.

Jockey's Ridge State Park uses a car counter at park and pedestrian counter on US 158.

11/17/20
n/a not available

TOURISM SALES & EVENTS | INDUSTRY RELATIONS ACTIVITIES – NOVEMBER 2020

OBVB Webinar Series | Managing the Recovery | Friday November 20 at 11:00am

The Outer Banks dodged a few economic bullets this past summer, but the virus continues to wreak havoc nationally. Historic travel industry losses continue to mount. However, signs of recovery point to opportunity for destinations over the next 18 months. Join Adam Sacks, National Tourism Economist, who will share Tourism Economics' latest views on the economy, the current profile of travel, and expectations for what's ahead. If you haven't registered yet, please let us know and we'll be happy to do that for you.

Soundside Event Site:

Attached is the updated 2021 schedule for your review.

Restaurant Off-Season Hours:

The Bureau has requested Fall/Winter hours from our local restaurant partners. In addition, we've asked them if they are offering Holiday meals to go. This list will be a prominent box on the homepage of outerbanks.org and is available for all partners to use for their guests and visitors.

Future Trade Show Dates and Locations:

Staff is currently scheduled for the following trade shows:

Virtual Trade Shows:

- November 16-17, 2020: National Tour Association Annual Travel Exchange
(NC Sales Mission & 19 Virtual Appointments)
- December 14, 2020: Visit NC Meeting Marketplace, SMERF market

In-Person Trade Show:

- June 18 - 22, 2021: American Bus Association Annual Marketplace, Baltimore, MD
-

SAVE THE DATE | 2021 Outer Banks Tourism Summit | Thursday, May 6, 2021:

The in-person OBX Tourism Summit is now scheduled for Thursday, May 6, 2021; 8:00am – 3:00pm at the Sanderling Resort's Event House in Duck. Staff is currently working on agenda and topics for the summit. Stay tuned for details.

2021 Soundside Event Site Schedule

Name of Event	Date of Event	Site Reserved
OBX Rod & Custom Festival	Friday, April 30 - Saturday, May 1, 2021	Thursday, April 29 - Sunday, May 2, 2021
OBSF's Chowder Banks Fest	Saturday, April 24, 2021	Thursday, April 22 – Sunday, April 25, 2021
Dare2Care OBX Shred Fest	Saturday, May 15, 2021	Thursday, May 13 - Sunday, May 16, 2021
Outer Banks Food Truck Showdown	Sunday, June 6, 2021	Thursday, June 3- Monday, June 7, 2021
Soundside FunFair	Thursday, June 10 - Sunday, June 13, 2021	Tuesday, June 8 - Monday, June 14, 2021
Outer Banks Food Truck Showdown	Sunday, September 12, 2021	Thursday, September 9 - Tuesday, September 14, 2021
Sumospeed Beach Bash	Saturday, September 18, 2021	Saturday, September 18, 2021
OBX Jeep Jam	Friday, September 24 - Saturday, September 25, 2021	Friday, September 24 - Saturday, September 25, 2021
OBX Rod & Custom Festival	Friday, October 1 - Saturday, October 2, 2021	holding date as a placeholder for possible Spring postponement
Outer Banks Seafood Festival	Saturday, October 16, 2021	Tuesday, October 12 - Tuesday, October 19, 2021
OBX Brewtag	Saturday, October 23, 2021	Wednesday, October 20 - Monday, October 25, 2021

updated: October 2020

PUBLIC RELATIONS REPORT: Nov 2020

SPECIAL PROJECTS – FULFILLMENT

Groups Welcome on the Outer Banks

Public Relations and Sales staff teamed up to produce a new group facing video to help grow interest in the OBX in 2021, visually detailing the Outer Banks' key differentiating selling points. Please enjoy and share <https://youtu.be/lwfYNiBaoCI>

Outer Banks 2021 Travel Insert

The Outer Banks Visitors Bureau marketing team contributed graphics, new copy and a new design in-house for our annual fulfillment piece, this time distributed in part as a Southern Living magazine polybag insert. Lee Nettles has more details

Boone Oakley 4K Film Project

Staff helped field produce a week of filming by creative agency Boone Oakley team members on location in Dare County, with a goal of creating all-new hero and premium visual content for use across all promotional opportunities. Special thanks to the National Park Service and Jockey's Ridge State Park leadership for their support of this project! October 25-30

EARNED MEDIA – FULFILLMENT

Atlanta Journal Constitution | Oct 2020 "It's Easy to Social Distance on the Outer Banks" Aaron worked with the contributing author for additional context and images support.
<https://bit.ly/32zQuuC>

Trivago Magazine | Oct 2020 "6 of the Best North Carolina Beach Rentals with Private Pools" Aaron worked with author Janine Clements for her article in the OTA publication. 136K circulation
<https://bit.ly/355MwKy>

INFLUENCER PARTNERSHIPS

Baaaa! Ultimate Catch and Cook – Outer Banks Sheepshead!

The Outer Banks Visitors Bureau teamed up with our friends at [@1Fish2Fish](#) to bring you ultimate insider tips on where to snag and bag sheepshead. Watch through the end to see how they cook these interesting and delicious local fish with the crazy teeth. The original upload by Jeff and Kristi Anderson on our partner's channel has gotten 15K views, and we hope to have a mutually beneficial social promotion opportunity.
<https://youtu.be/TEDdpOgsc9U>

Discover a Wade Fishing Paradise

OBVB content partners [@1Fish2Fish](#) found the wade fishing paradise! With no boat and just using our 2 feet walking to the fishing spots, we were able to get on one of the most epic bites of our life- and finding one of the coolest spots we've ever fished. The Outer Banks is loaded with epic wade fishing spots for giant fish and hopefully this vid shows ya'll that you don't need an expensive boat. 4.7K views
<https://youtu.be/8hEvfaabPvQ>

THE OUTER BANKS PROJECT

DRIVE MARKET CONTENT

Sometimes Home | Oct 2020 Dan and Mikkel Woodruff hail from Raleigh, NC and staff assisted them with an Outer Banks discovery with a goal of inspiring more offseason drive market interest and visitation. They have produced several niche stories for their blog in just a few weeks following:

Things To Do in the Outer Banks in October (and What It's Like in the Shoulder Season)

<https://bit.ly/38tgNqa>

Actually Fun Outer Banks Indoor Activities (If It Rains, Is Cold or Windy)

<https://bit.ly/355MwKy>

The Best Seafood Restaurants in the Outer Banks

<https://bit.ly/38xDHN2>

Outer Banks Distilling Adults Only Enjoyment in NC

<https://bit.ly/35lZpBB>

NEW POSTS – OuterBanks.org

The latest topical stories for Outer Banks visitors and potential customers written by guest authors and Outer Banks Visitors Bureau staff.

outerbanks.org | Oct 2020 “The Attractions of Island Life”

<https://bit.ly/2lscgJw>

outerbanks.org | Oct 2020 “Newly Relocated to North Carolina – OBX First Impressions”

<https://bit.ly/2lpZiw8>



It's easy to social distance at remote Outer Banks

TRAVEL | Oct 5, 2020

By Josh Green, For the AJC

Beach bonfires, pristine skies and fewer visitors make autumn an appealing time to visit

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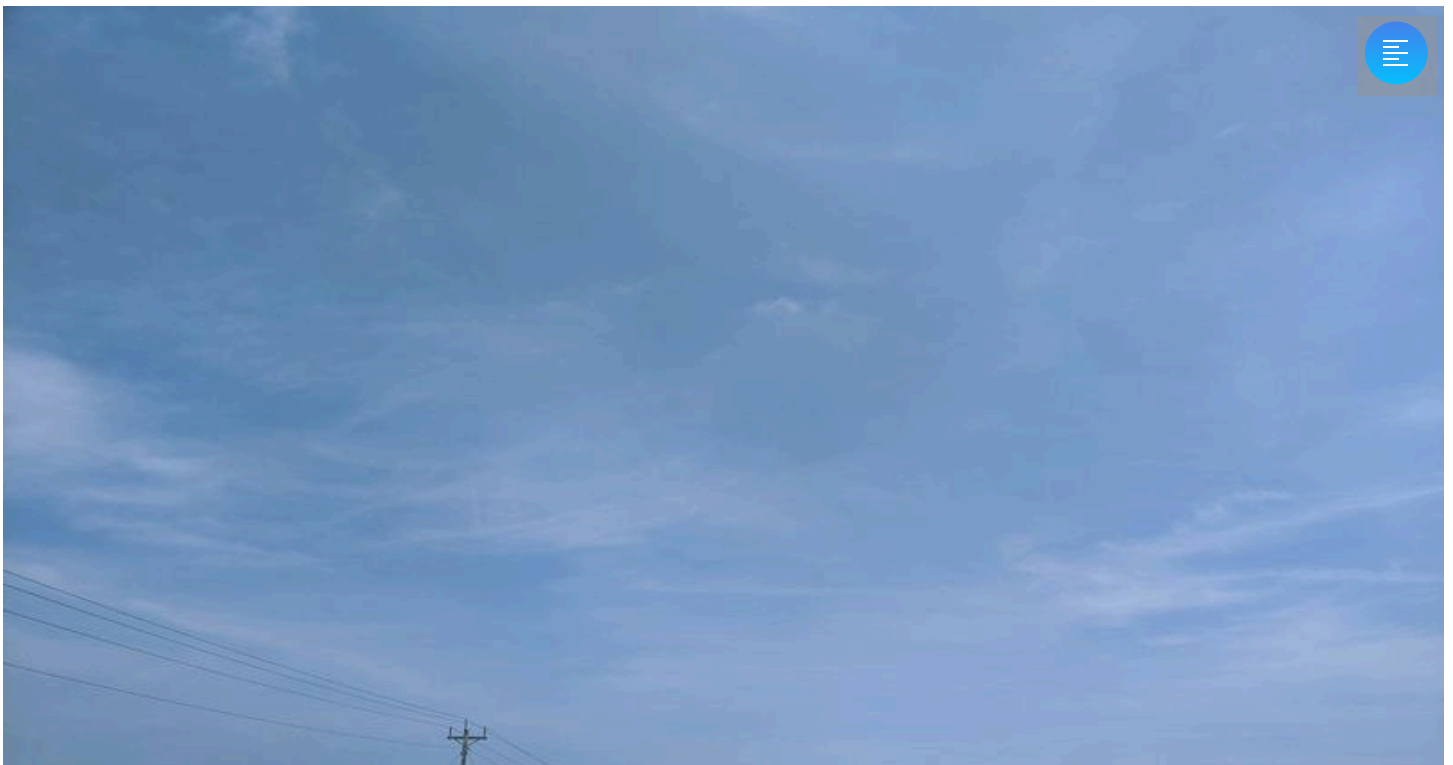


We booked our summer vacation in October 2019, when mention of coronavirus would've seemed euphemistic for vacation hangovers. My wife and kids, along with a couple other families we'd known since high school, would spend a week in June on the [Outer Banks of North Carolina](#). Once the pandemic hit, we debated cancelling the trip. But desperate for an uplifting getaway, we decided to proceed with caution. By sheer coincidence, the Outer Banks proved perfectly suited for social distancing, especially the less-populated Hatteras Village area.

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Shaped like a colossal fishing rod with a bluefin tuna on the line, the Outer Banks is a vast, thin strip of sandy barrier islands that spans for 130 miles along a northern stretch of the state, separated from the mainland by the Pamlico Sound. Dotted among the four main islands are 10 villages and six official towns, with Nags Head and Kill Devil Hills being the largest in what's called the Northern Beaches.





Credit: Josh Green


Even in developed centers, however, there's a sense of remoteness, that you're *way out* somewhere, and that the tourist crushes of Destin, Gulf Shores or any spring break hotspot are some other universe. Cape Hatteras National Seashore, in fact, has the largest tract of undeveloped beaches in the eastern United States that's easily accessible by car. And you can cruise up and down the beaches in a Jeep or suitable truck, if you obtain an off-road permit (\$50 for 10 days) from [nps.gov](https://www.nps.gov).

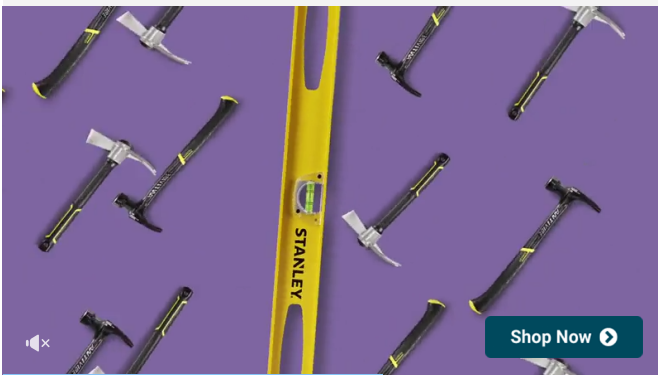
Sure, dozens of more palm-studded, tropical beaches are much closer to Atlanta than the 600 miles and nine hours it takes to reach Nags Head via interstates and a state highway. Fresh from quarantine and in no rush, we opted to approach from the south and take [two ferries](#) to Hatteras Village, which added about two hours of travel but afforded a seafaring sense of adventure and quick tour of gorgeous Ocracoke Island. But the Outer Banks (OBX) stands out in ways that make the journey worth it.


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The Sound and Gulf Stream waters are considered some of the East Coast's best fishing destinations, and Nat Geo's "Wicked Tuna: Outer Banks" crews would likely concur. As the birthplace of flight (the Wright Brothers famously caught air in Kill Devil Hills) and graveyard to thousands of sunken vessels, from pirate ships to German U-boats torpedoed during World War II, the islands' history is rich.





A chartered fishing excursion on a private, 26-foot Pathfinder Tower boat christened Hang-On! took us to the very Ocracoke Inlet waters where the Royal Navy finally caught and beheaded Blackbeard, the world's most infamous pirate, 300 years ago. The dads aboard plus Capt. Steve Gwin, a lively guy who moonlights as an actor, snagged a few fish during the four-hour excursion, including red drum, flounder and an impressive 20-inch speckled trout. But the highlight may have been watching dozens of stingrays and sea turtles cruise by in the Sound's shallow, clear waters.

Outer Banks wildlife is hardly relegated to the water. Shores throughout the islands are known as a sea turtle hubs. And wild horse herds — descendants of Spanish mustangs marooned five centuries ago — still roam the islands in designated places on Ocracoke and near the Banks' northern extremes.

Elsewhere, Hatteras Island is home to one of the country's tallest brick lighthouses. The Sound is a windsurfer's paradise, and the wide, grey-white beaches we visited recalled the windswept shores of Jekyll Island. Roughly 80 percent of land is protected from development. Southern Living magazine dubbed the OBX "The South's Best Island" in 2017, to cite one recent accolade. That's a bold statement, but not hyperbole.

With its sun-bleached bungalows, salt-encrusted seafood joints and rainbows of vacation rentals, Hatteras Village, where we stayed, is a low-key, unpretentious, quintessential Southern beach town. Getting around by bike or golf cart

is a breeze. In a week, I didn't see a restaurant patio or expanse of sand that I would call crowded. The sparser
is a breeze. In a week, I didn't see a restaurant patio or expanse of sand that I would call crowded. The sparser
is a breeze. In a week, I didn't see a restaurant patio or expanse of sand that I would call crowded. The sparser

bonfires died down during our beach parties at night.

Come October and November, when the humidity drops, nighttime skies are even clearer. The angle of the earth in autumn creates more dramatic sunsets of vibrant red, pink and gold, and 80-degree temperatures and warm seas are known to hang around past Halloween.



Credit: Josh Green

A favorite OBX pastime is the bonfire social — indeed, huddles of people around self-dug firepits stretched for miles on our last rainless night — and the fall's evening temps are well-suited for such gatherings. But note that a permit is required for beach fires. We obtained one for free when purchasing bundles of wood for \$6 apiece at Lee Robinson General Store in Hatteras Village. For bonfire permits in Cape Hatteras National Seashore, go to [nps.gov](https://www.nps.gov).

Major festivals celebrating jazz, seafood and the OBX migratory birds of autumn have been postponed until 2021, but additional perks of cooler months abound: shellfish come into season, fewer people flock to the islands and lodging

At the Outer Banks, for the first time since March, the ills of the world were the last thing on our minds. That week spent way off the mainland made worries about health and dwindling work melt away. And the endless cycle of dark news seemed like an alternate reality, a flashing, distant squall that wouldn't make landfall if we didn't let it.

If you go

Hatteras Island, N.C., is about 650 miles northeast of Atlanta via I-20 and I-95. Alternate access from the south, via ferry, is scenic and fun but takes longer.

Things to do

Hatteras Harbor Marina Charter Fleet. This popular harbor in Hatteras Village offers the area's most experienced charter fleet, all experts in year-round fishing for everything from marlin and tuna to red drum. Half-day excursions run about \$500 for six people. 58058 N.C. Highway 12, Hatteras Island, North Carolina. 252-986-2166, www.hatterasharbor.com

Cape Hatteras National Seashore. More than 70 miles of public beaches, some with access for off-road vehicles, with restrictions during bird migration and turtle nesting season. Permits \$50 for 10 days. Camping for tents, trailers and motorhomes, \$20-\$35 a night. Permits not required. www.nps.gov/caha/index.htm

Ferries to Hatteras Island. \$15 per vehicle, one-way, from Cedar Island to Ocracoke Island (approximately two hours). Ferry from Ocracoke Island to Hatteras Island is free. Embark from 3619 Cedar Island Road, Cedar Island, N.C. 252-225-7411, www.ncferry.org

A.S. Austin Co. Friendly local renter of bikes, kayaks, golf carts and more. 57698 N.C. Highway 12, Hatteras Island. 252-986-1500, asaustinhatteras.com

Dine

Breakwater Restaurant. Upscale but approachable seafood dining overlooking Pamlico Sound, dinner only. Entrees

Advertisement



Sanderling Resort. A highly rated property with multiple pools in the Outer Banks' northern reaches. Around \$300 per night. 46745 N.C. Highway 12, Buxton, North Carolina. 252-995-6100, www.sanderling-resort.com


Log In


Hatteras Island Inn Buxton. Budget-friendly option a short stroll to the beach with a large swimming pool. From \$89 per night. 46745 N.C. Highway 12, Buxton, North Carolina. 252-995-6100, www.hatterasislandinn.com


Tourist info


Outer Banks Visitors Bureau. 1 Visitors Center Circle, Manteo. 877-629-4386, www.outerbanks.org


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